CANADIAN FARM IMPLEMENTS

1909

CANADIAN FARM IMPLEMENTS

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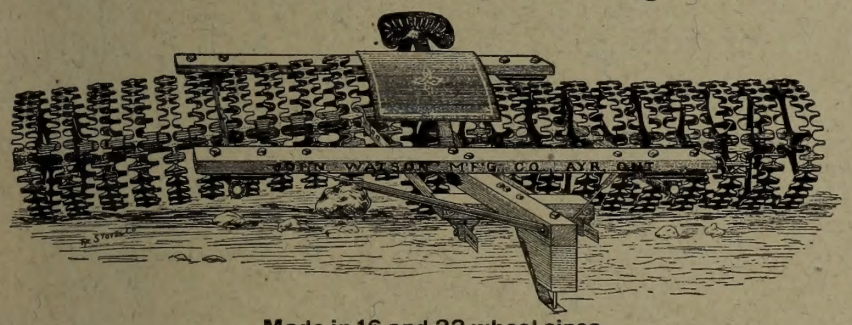

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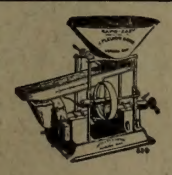

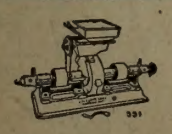

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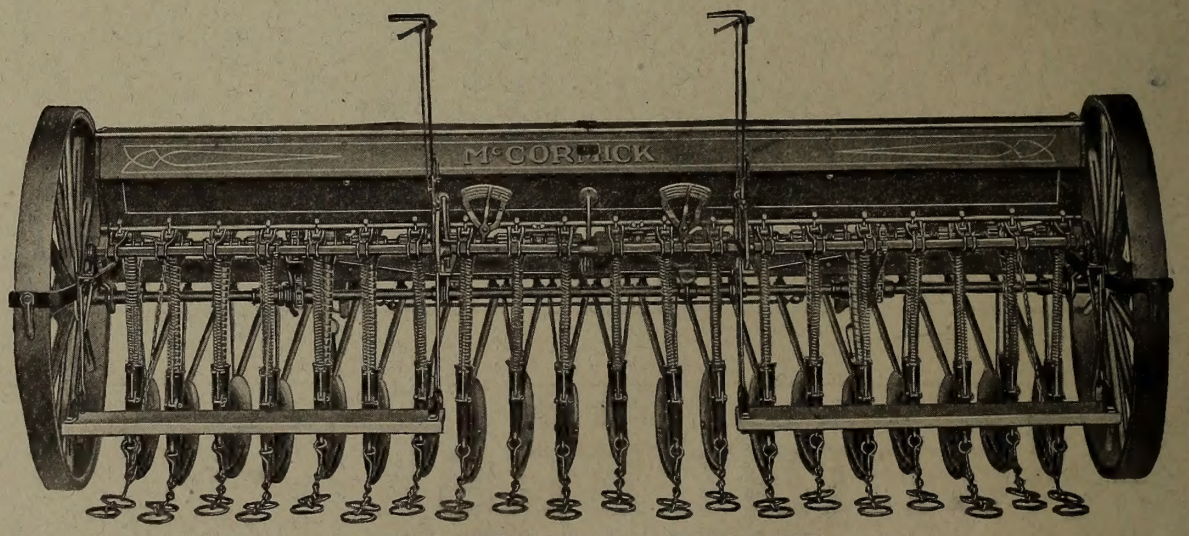

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McCormick drills are made in three styles—single disk, double disk and shoe.

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Our Four Brands

GILT EDGE 650 ft Pure Manilla
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ROPE and CORDAGE of all kinds.

Specially Treated and made INSECT-PROOF.

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Every Bale of Finished Twine is solid value.

Not one ounce of paper or other waste material.

Do not be persuaded that other Twines are just as good.

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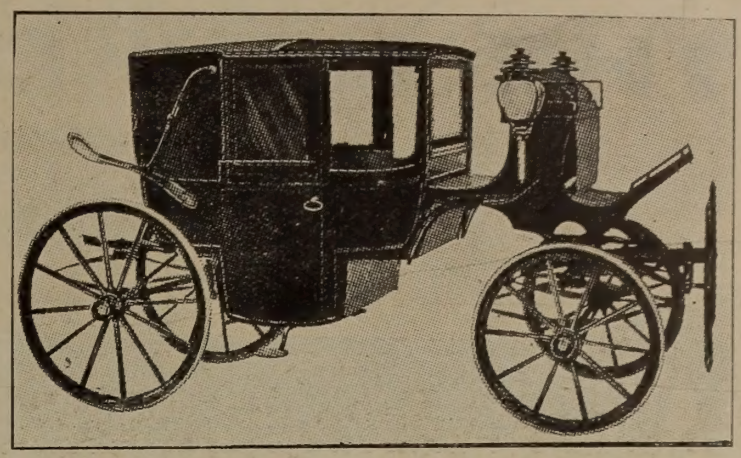

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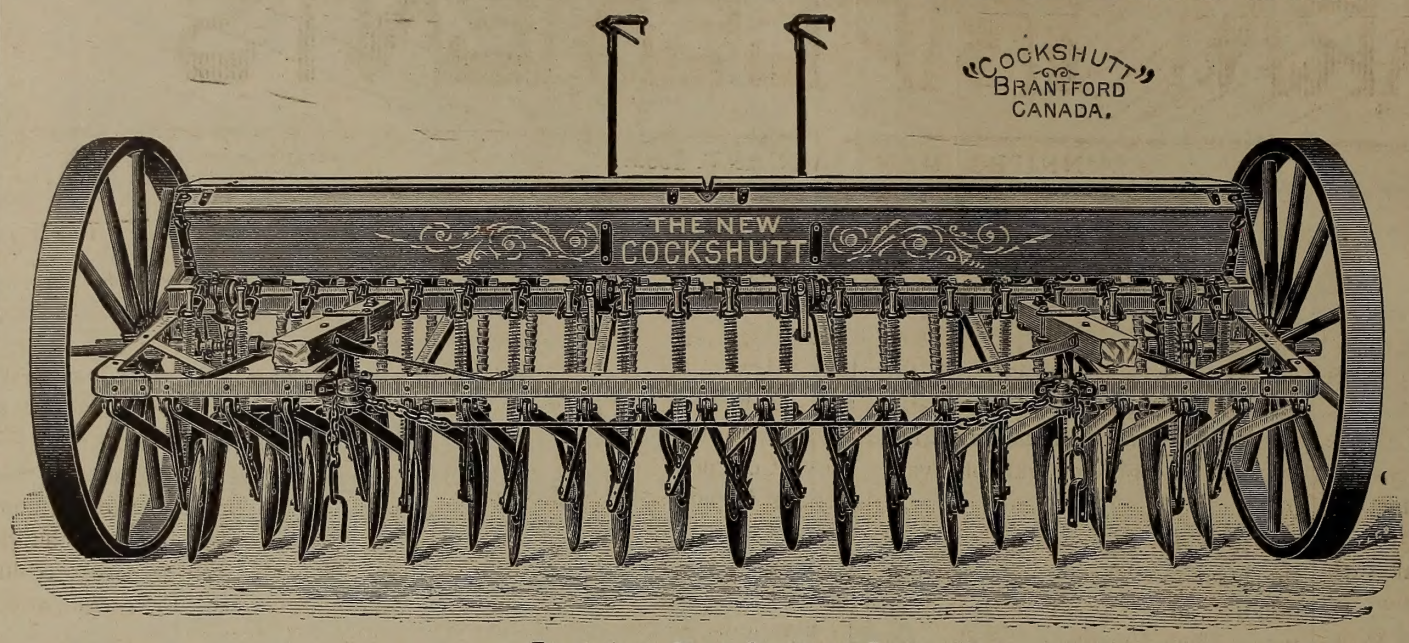
GRAIN DRILLS

THE NEW COCKSHUTT

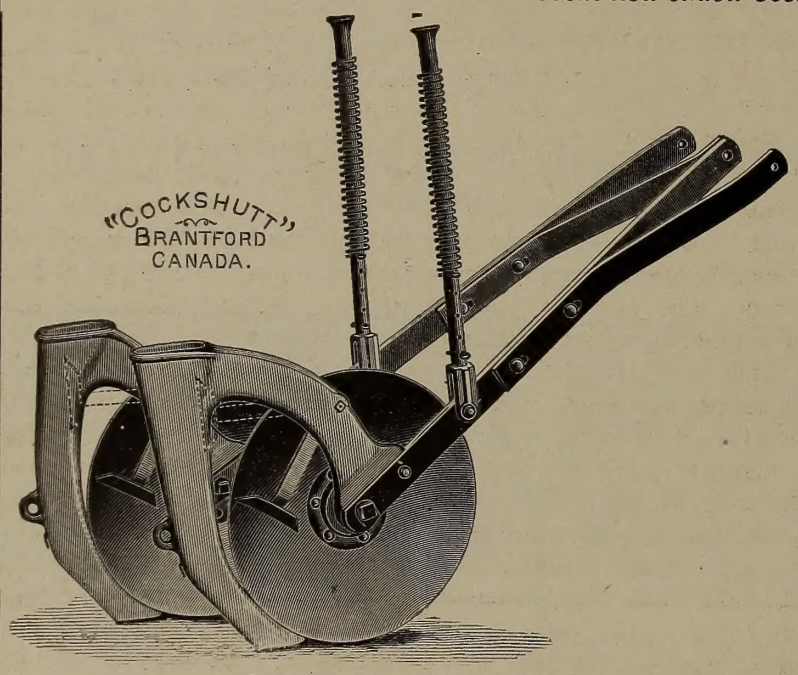
Canada's Standard Drill



Front view ofnew Cockshutt Drill.

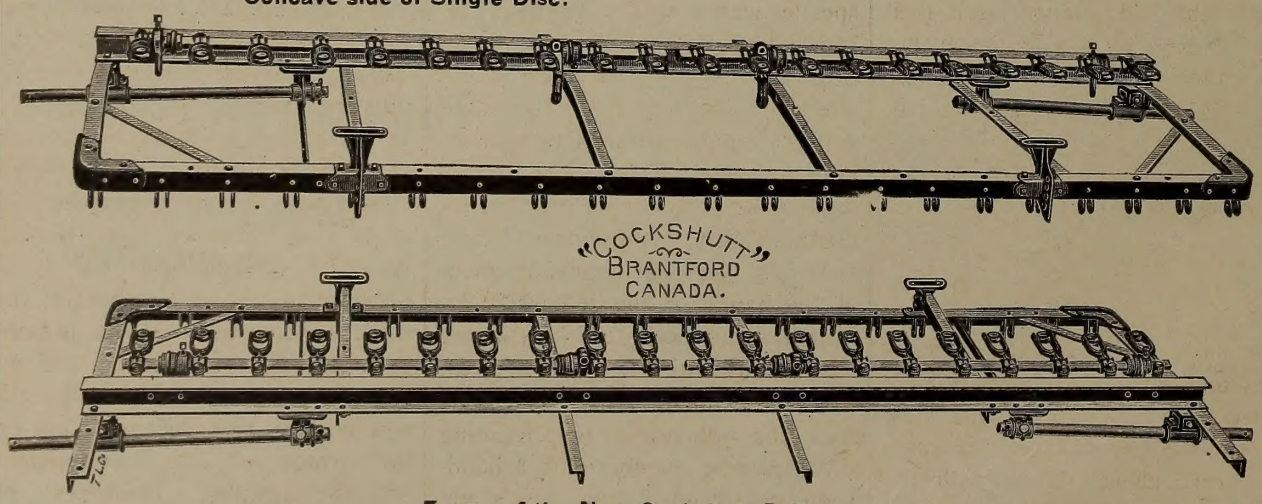
is the acme of perfection in drill construction. Built to meet the requirements of Western farmers, consequently the easiest drill for any dealer to sell. The Cockshutt drill works well in any kind of **land** and gives the best results with the least labor.

It is the Peerless Seeding Machine and **the easiest and simplest drill to set up ever built.**



Concave side of Single Disc.

Cockshutt Drills are interchangeable in double disc, single disc and shoe, made in sizes 14, 16, 18, 20, or 22 shoes; sowing 6 inches apart. Equipped with foot boards located at each end. **Axle bearings fitted with steel compression hard oil cups.** Axles made from cold rolled, steel shafting of uniform size. **End bearings pivoted to frame, prevents biting.** Short axles, set at correct angle, ensure a light draft machine. Wheels, large and strong, with long bearings which prevent wobbling. Grain box made of select lumber, perfectly fitted, large capacity. Metal bridges between feed cups, grain cannot lodge. Positive force feed of grain, assuring no bunching or damaging of kernels. Equipped with steel ribbon, rubber or wire tubes. Adjustable pulley hitch. Can be raised or lowered to prevent neck weight. Eveners held up by chains. **Chain Drive ensures easiest running, greatest durability. Our hardened steel chains will not stretch** at three times the breaking strain of malleable chain.



Frame of the New Cockshutt Drill.

The Frame of a drill is the foundation of the whole machine. It is important that it be made **strong** and **absolutely rigid** under all conditions, so that the working parts may be kept in true position.

This style of frame on all Cockshutt Drills. It has been subjected to the severest tests, under all conditions, and has given perfect satisfaction.

Write for our Catalogue and our 1909 Contract.

Cockshutt Plow Co. Ltd., Winnipeg

REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 1 WINNIPEG, MAN., JANUARY, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

Tenth Annual Gathering of the Winnipeg Wholesale Implement Association.

Presentation to J. E. Ruby, who is leaving Winnipeg, and also to the Secretary.

"The best ever." In a word or two the foregoing phrase expresses and embodies the whole story of the tenth annual gathering of the Winnipeg Wholesale Implement Association, held at Deer Lodge, on the evening of December 23rd. It is not fitting, however, that such a "feast of reason and flow of soul" as took place on that occasion should be so peremptorily despatched, and as the whole trade of the West have a liking for matters of detail their wishes must be respected.

The journey of four and a half miles to the Lodge was made by specially chartered car, while both going and coming and during the evening a splendid orchestra enlivened the party with strains of the sweetest music. On arrival at their destination the forty odd implement, machinery, and vehicle men were met by the Prince of Hosts, H. A. Chadwick. After the usual number of introductions and the regular amount of small talk, durwhich time that old-stager Joe Balfour found many to admire some pictoral cards in his possession, and President John Stevens was around sympathizing with many who are developing fronts of a class and kind generally adopted and desired by the progressive alderman, all repaired to the dining room where ample justice was done to a sumptuous "chicken" dinner, such as have made Deer Lodge famous as an excellently-appointed, admirably-conducted inn.

This gathering was in many respects a notable one. To the older members it brought memories of the passing of many old faces from the ranks of those who were associated with the trade in the early days of Winnipeg and the West, while it also brought into contact men who will write the history of the implement and vehicle business of Western Canada during the next twenty-five years. The newcomer was impressed with the lack of formality and agreeably surprised at the genuine good fellowship that greeted him on every hand.

After the cigars were lighted the toast to "The King" was duly honored in the good old-fashioned way. Then President Stevens called upon Mr. H. W. Hutchinson for a few remarks, as the latter gentleman ranks as one of the oldest members of the business in Winnipeg. Mr. Hutchinson congratulated the Association on its gatherings, which, he said, were becoming pre-eminently popular. It was a compliment to the officers of the organization and also to the Entertainment Committee to get up such an elaborate function, to have such a splendid attendance, and to have it characterized by so much friendliness and good-feeling. It was a pleasure to see so many old members round the board, and the speaker regretted that Mr. Wm. Johnston, of the old Wm. Johnston Co., who, though in the city, found it impossible to be present. Mr. Hutchinson then went into some details concerning the formation of the Association, which was the outcome of a talk on the subject by Mr. J. E. Ruby, Mr. E. A. Mott and himself just about the beginning of 1900.

Since that time, Mr. Hutchinson pointed out, many who were prominently identified with the movement have passed and gone to other cities and towns, while some have passed over to their eternal rest. Among the personages mentioned who were closely allied with the organization at its inception and who have since departed from this territory were the following: W. A. Cavanaugh, then with the McCormick Harvesting Machine Co., now with the International Harvester Co., at Chicago; H. W. Heath, then of the Deering Harvester Co., now with the International Harvester Co., at Albert Lea, Minn.; J. J. Bugee, then the manager of the Canadian Moline Plow Co., now head of the Collections Department of the Moline Plow Co., at Moline, Ill.; Thos. Rooney, then of the North-West Thresher Co.. now dead and gone to that long, last rest, the final lot of all; Wm. Johnston, then of the Wm. Johnston Co., now retired, and Archie G. Watson, then manager of the John Watson Co., here, now secretary-treasurer of the company at Ayr, Ont.

Continuing, Mr. Hutchinson said that it was the fate of the Association to lose another old timer, and one who had been instrumental in building up the organization. This was Mr. J. E. Ruby, who is leaving as western manager of the Frost & Wood Co., to become manager of the Ontario branch, with supervision over all Canadian business, at the head office and factory of the company at Smith's Falls, Ont. The reputation Mr. Ruby enjoyed among the implement trade of the West, the speaker stated, was worthy of emulation by every man in the business. He was a gentleman of the strictest integrity, and possessed of a mind capable of leading and directing great affairs. On all occasions he labored for the betterment of trade conditions and never sought personal aggrandizement at the hands of his fellows. Mr. Hutchinson concluded by saying that it was with the greatest pleasure the members of the Association took the oportunity of presenting the departing member with a handsome gold-headed cane, as a slight token of their esteem and in appreciation of the many services he had rendered them.

In rising to reply Mr. Ruby was most heartily received, and "For he's a jolly good fellow," echoed and re-echoed round the board. He thanked the Association for the gift made to him, and stated that his chief regret was that he had not been able to do more for the interests of implement, machinery and vehicle men of the West. When he came to Winnipeg about eighteen years ago conditions were very much different to those of this day. At that time most of the concerns were housed in frame buildings, iron clad, and miserably cold, while today most of the companies occupy magnificent structures of brick and stone. Then the main line of the Canadian Pacific Ry. was the only main line across the prairies, while the branch lines throughout the country could all be numbered on the fingers of one hand. Today there are three main lines of railway throwing their bands of steel around the prairie provinces, while ramifications from them appear in every direction. In those days the manufacturers of the United States did their business in the Canadian West through local jobbers, now many of them have established branch houses of their own. Then there were more firms competing for the binder business,—the Massay Co., the Harris people, the Pattersons, the Watsons, and the Elliotts all being after it, while today it is largely, almost entirely in the hands of the International Harvester Co., the Massey-Harris Co., and the Frost & Wood Co., and the competition is just as keen as ever. Concluding Mr. Ruby said he hoped to visit Winnipeg twice annually when it would give him great pleasure to call on members of the trade. He wished all those present great success in the future and assured them, and especially the new comers, that they were but on the fringe of the development of the mighty resources of the West that will be accomplished during the next quarter of a century.

The chairman then called upon Mr. E. A. Mott for a few remarks. In his usual able style the speaker expressed the deep regrets of all

at the intended departure of Mr. Ruby, and assured the latter that he would be much missed from trade circles in Winnipeg, as well as throughout the whole West. While all sorrowed at the losing of an old and tried friend it was the speaker's privilege to make an announcement that would bring joy into camp. On behalf of the Association he took great pleasure in presenting the secretary-treasurer, Mr. Thos. W. Learie, who was making preparations to join the ranks of the benedicts and march into the united state, with two handsome, mission oak library chairs. "Owing to the increasing responsibility of his office," said Mr. Mott, "our secretary has deemed it advisable to take unto himself an assistant, which step has been duly sanctioned and approved by the officials of the organization." He assured the recipient of the handsome gift that the members heartily congratulated him and extended their best wishes for success in the days to come.

Mr. Learie in response stated that he was taken completely by surprise; in fact, that he was totally flabbergasted. However, he gratefully accepted the kindly appreciation expressed in the same manner in which it was tendered, and told those in attendance that whenever he, or his better half of the future, used the chairs, either singly or doubly, it would recall to their minds the great kindness done them by the membership of the W. W.I.A.

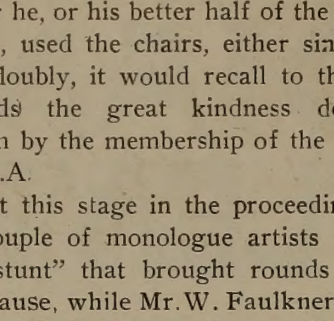
At this stage in the proceedings a couple of monologue artists did a "stunt" that brought rounds of applause, while Mr. W. Faulkner, of the Raymond Mfg. Co., contributed several recitations that won for him hearty applause. The meeting dispersed with the singing of the National Anthem.

During the evening toasts to the President, Mr. John Stevens; 1st Vice-President, Mr. Thos. P. Bell; 2nd Vice-President, Mr. S. S. Bean, and the Entertainment Committee, composed of Mr. E. H. Heath, chairman, Mr. L. Hartshorne, and Mr. E. Cahill, were proposed and duly honored.

In conclusion just a word about the cane presented to Mr. Ruby. It was of ebony, of extra thickness and weight. The gold top was ornate in design, but furnished a fine grip for the hand. On the top the following inscription was beautifully engraved: "Presented by the Winnipeg Wholesale Implement Association to J. E. Ruby, Dec. 23rd, 1908.

The following is a list of those present: John Stevens, John Stevens Co.; I. C. Nelson, Stewart-Nelson Co.; H. F. Anderson. Tudhope, Anderson & Co.; A. C. McRae; H.P. Hansen and E. Ellwood, Empire Cream Separator Co.; O. H. Berkey, Canadian Moline Plow Co.; I. P. Porter, Hart-Parr Co., Portage la Prairie; E. A. Cutler, Gaar-Scott Co.; C. W. Esmond, Nor'-West Farmer; C. Weld, Farmer's Advocate; Geo. Carpenter, Winnipeg Shippers' & Jobbers'; J. Schiedel, Waterloo Mfg. Co.; E. E. Lyday, Parsons Hawkeye Mfg. Co.; E. Cahill, Wm. Gray & Sons Co.; E. H. Heath, Canadian Thresherman and Farmer; L. Hartshorne, American-Abell Engine & Thresher Co.; Geo. W. Erb, Waterous Engine Works Co.; C. H. Whitaker, Massey-Harris Co.; David Drehmer, John Deere Plow Co.; Thos. P. Bell, Robt. Bell E. & T. Co.; Wm. Bourke, Parlin & Orendorff Canadian Plow Co.; M. J. Rodney and Mr. Tanner, International Harvester Co.; J. P.Minhinnick, Frost & Wood Co.; J. D. Balfour; Wm. Antliff, Melotte Cream Separator Co.; H. Pickles, Paris Plow Co.; J. M. Reid, Ontario Wind Engine & Pump Co.; Ed. S. Strachan, John Watson Mfg. Co.; Mr. Hagel, Ontario Wind Engine & Pump Co.; K. McKenzie, McLaughlin Carriage Co.; F. D. Blakely, Canadian Farm Implements; J. A. Acheson, Trustee Balfour Implement Co.; G. W. Fairbairn, Joseph Maw & Co.; S. S. Bean, American Seeding-Machine Co.; W. Faulkner, Raymond Mfg. Co.; J. Bryan, Tudhope, Anderson & Co.; H. W. Hutchinson, John Deere Plow Co.; J. E. Ruby, Frost & Wood Co.; E. A. Mott, Cockshutt Plow Co., and the Secretary, Thos. W. Learie.

Planet Jr.



A practical farmer wanted bigger crops with less labor—and he invented the Planet Jr. It did better work and saved two-thirds his time. Now he makes Planet Jr. Seeders, Wheel-Hoes and Cultivators for two million farmers and gardeners. Planet Jrs. do the work of three to six men. Strong and substantially built. Made to last and fully guaranteed.

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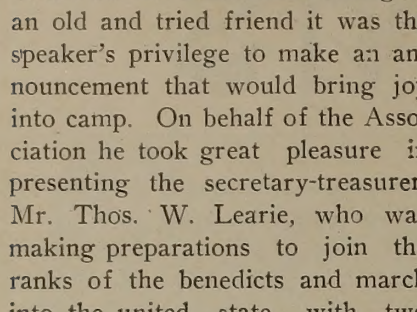

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No. 25 Hill and Drill Seeder, Double-Wheel Hoe, Cultivator and Plow combines almost every useful hand-garden tool in one strong, light, easy-running, simply adjusted implement—opens the furrow, sows the seed in drills or hills 4 to 24 inches apart, covers, rolls down and marks out the next row. Does thorough work as a double or single wheel hoe, cultivator and plow.

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Write for the name of our nearest agency.

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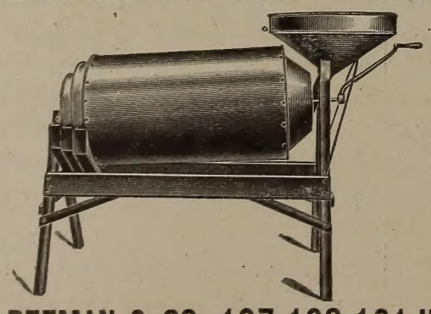

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Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

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The Twine and Fiber Situation.

Twine manufacturers are looking younger than they did a year ago. Their brows are smoother, their eyes brighter and smiles have replaced frowns. The state of the sisal fiber market is responsible for this rejuvenation, says Farm Implement News. Price has been sticking to one figure for a long time. Whether business be dull or active the quotations remain unchanged. Prior to the fall of 1907 the price advanced every time any manufacturer bought a few bales. To show its versatility sisal last fall took the other course; when a few bales changed hands the price dropped a peg. This was more annoying to the twine makers, one of whom said to the writer: "This is the worst ever."

Thus far this fall and winter sisal has stuck to the happy medium. Large quantities have been purchased without affecting the price. Of course, there is still time for a break or a bulge, but if it holds out until the manufacturers have bought their requirements nobody will be hurt. A manufacturer said the other day that in his opinion all mills were practically upon an equal basis at this time. Also that most of them were well supplied with sisal.

The twine market presents its usual mixed condition as far as selling methods are concerned. Some houses are seeking price-less orders and others are offering prices that are deemed safe from their point of view. The price most frequently named is 7¾ cents in small lots, for sisal and standard, though as stated last week a lower figure has been offered, viz., 7¼ cents, quantity not mentioned.

Secure Exclusive Control of Campbell Sub-Surface Packer.

We have just received an announcement from the Parlin & Orendorff Co., of Canton, Ill., that they have secured control of and intend placing on the market the Campbell Sub-Surface Packer through their various agencies, the trade in this territory being supplied by the Parlin & Orendorff Canadian Plow Co. This machine is the invention of Mr. H. W. Campbell, of "dry-farming" fame. It is manufactured in two sizes:—a two-horse size with ten wheels, "V" or wedge shaped rim, and covers four feet of ground; and a four-horse size with sixteen wheels, "V" or wedge shaped rim, and covers seven feet and a half. Dealers desiring further information regarding this implement will be gladly supplied by the branch of the company in this territory.

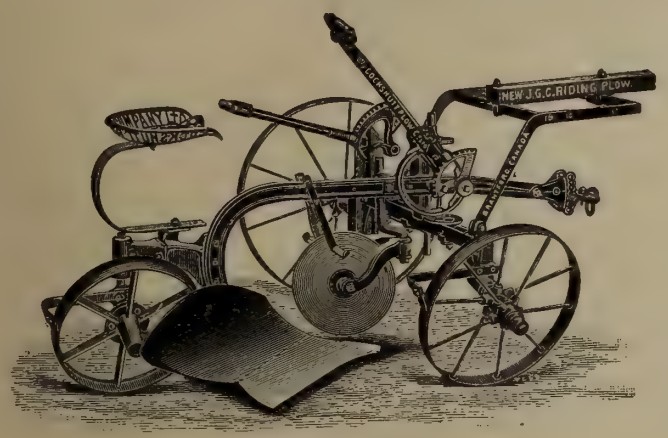
The tailor's sign in a little inland town was an apple, simply an apple. The people were amazed at it. They came in crowds to the tailor, asking him what on earth the meaning of the sign was.

The tailor with a complacent smile replied:

"If it hadn't been for an apple where would the clothing business be today?"

Where Merits Tell COCKSHUTT PLOWS Sell

Their perfect design and construction, together with their durability and unequalled working qualities, make them sought after by the settler from across the Line in preference to the best United States makes. Perfectly adapted to the needs of the Canadian West, they are undoubtedly the most satisfactory and most profitable plows for the dealer to handle.



J. G. C. SULKY

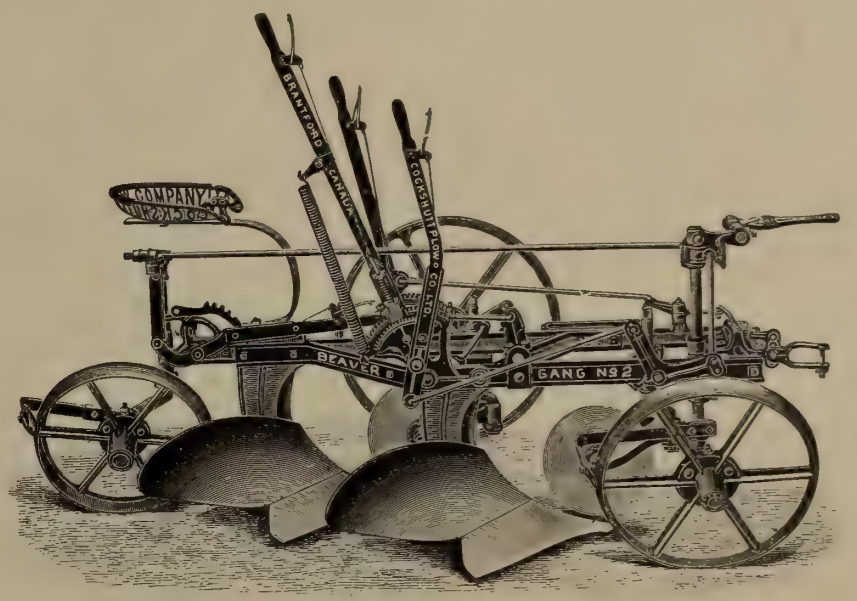
The J.G.C.

Canada's Distinctive Sulky Plow

Invented, patented and manufactured by us alone. With improvements from time to time it has held its popularity for twenty years and is still the leader. Unequalled as a breaker in rough land. Wherever a perfect sulky plow is wanted the J.G C. fills the bill.

The Famous BEAVER Gang

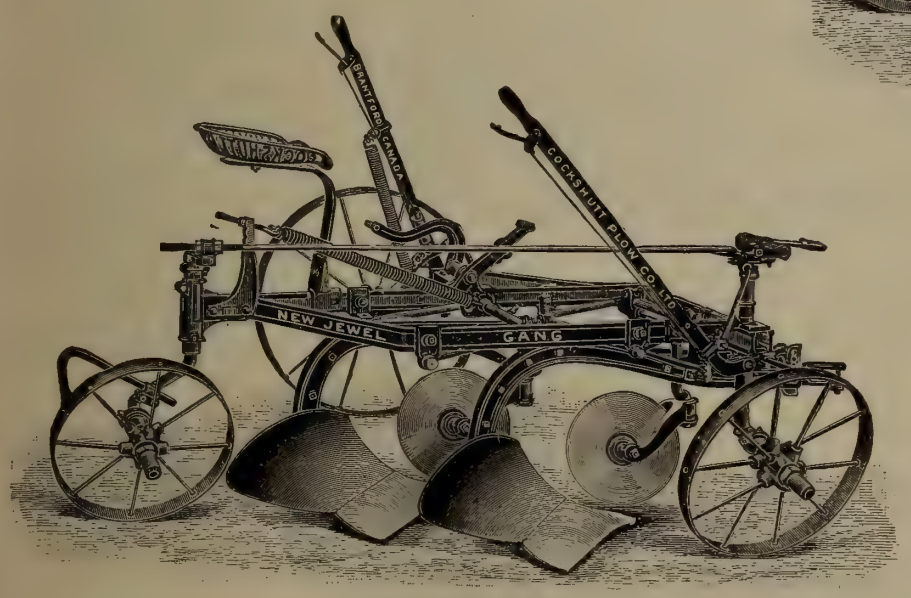
It is the latest evolution in gang plows. The furrow and rear wheels are connected and controlled from the pole. Levers all within easy reach of the operator. Light in draft and strongly built. Extra large land wheel, which makes the plow run easier and steadier. Has all the advantages of gangs which are much higher in price.



BEAVER GANG.

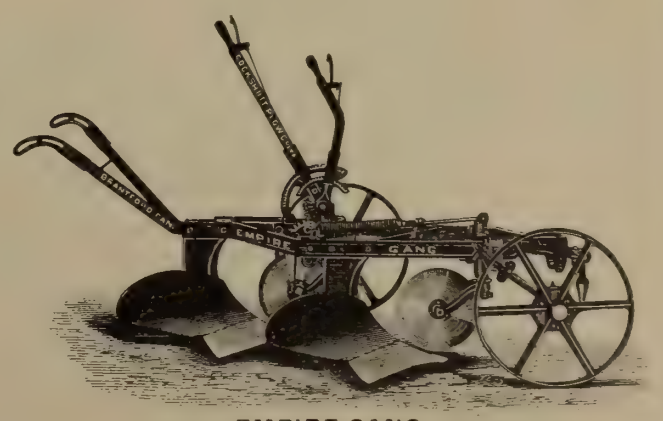
New JEWEL Gang

From the ground up the Jewel gang embraces all the latest and best ideas in plow building. The frame is of chaunel steel strongly bolted at the corners. Has improved foot-lift, and 1000-mile dust proof wheel boxings. Superior strength, durability and extra lightness of draft are combined in the Cockshutt "Jewel" Gang and Sulky plows. They do the business in the dealer's warehouse and in the farmer's field.



NEW JEWEL GANG

and



EMPIRE GANG.

The EMPIRE Gang

This is the strongest and best working light gang plow on the market. Will clean in eny soil Three horses will handle it anywhere. It has extra strong steel frame, heavy axles, dust-proof bearings, and fine adjustment ratchet. Fitted with compound levers and spring lift of neat design.

We handle a full line of Winners for the Dealer.

COCKSHUTT PLOW CO. Ltd., Winnipeg

REGINA CALGARY EDMONTON

Brandon.

Mr. W. Merrill, of Merrill & Kelly, Souris, Man., was in the Wheat City on business recently.

Mr. H. Lockhart, of Lockhart & McIntosh, dealers at Rapid City, Man., was in town on business since by last report.

Mr. John Conestive, dealer at Elstow, Sask., was in the city for a day or so recently. He reported business and collections good in his district.

Mr. F. Waller, manager of the Sylvester Mfg. Co., at Lindsay, Ont., who spent sometime here during December, returned home in time to spend Christmas at the factory.

The annual meeting of the Brandon Machine Works was held December 14th last. The reports presented showed the affairs of the company to be in a very prosperous condition.

Mr. John Adams, of the Cockshutt Plow Co., Winnipeg, was in the city a short time ago. He went West with Mr. J. E. Naismith to call on dealers at numerous points in the latter's territory.

Mr. S. Kelly, of the firm of Merrell & Kelly, Souris, Man., gave us a call on his way home from a hunting trip. Mr. Kelly was quite successful, having the pleasure of bringing a fine moose head home with him.

Mr. W. A. Jones, representative in northern Alberta for the Manitoba Windmill & Pump Co., of this city, was down spending the Christmas holidays with his family. It is his intention to remove them to Calgary at an early date.

Mr. W. A. Cameron, for some years manager of the Massey-Harris Co., here, has severed his connection with the company and is going into business with his brother at Winnipeg. The trade here will greatly regret his departure.

Business here has been quite dull during the past few weeks, owing possibly to the intervention of the holiday season. The lack of snow up to the beginning of this year has had the effect of making cutter and sleigh sales fall away off. Collections have also fallen away considerably during the past couple of weeks but members of the trade here are looking for fairly good returns before spring.

Mr. R. H. Sliter, manager of the Sylvester Mfg. Co., was laid up for several days, about the New Year, with a severe attack of la grippe. However, he is now able to be around again and he is looking forward to making 1909 the most successful year in the history of the Sylvester people in Western Canada.

Mr. Harry Cater, manager of the Brandon Pump and Windmill Works, recently left the city on business. He expected to be absent about two or three weeks.

Mr. John Inglis, president and manager of the John Inglis Co., the well known dealers of this place, is reported as very well pleased with the result of the past year's business. Speaking of the collections he said money was coming in most satisfactorily, consequently there was every indication that 1909 would be a very profitable year for the implement man.

Mr. T. D. Stewart, manager of the Canadian Stover Gasoline Engine Co., has just returned home after a visit to the south and east. While away he visited the factory of the Stover Engine Co., at Freeport, Ill., as well as factories at Chicago; Galt, Ont.; Toronto, and a number of other points. During his absence Mr. W. A. Chisholm, secretary of the company, was in charge. Speaking of the result of the firm's first year, or rather half year, in business Mr. Chisholm said that it was very satisfactory. "Not only have we succeeded in getting an excellent share of the trade during the past six months but we have been successful in getting settlements. In a word, we are doing a larger and better business than we anticipated."

Mr. A. B. McLeod, of the old-established firm of McLeod & Hanley, was in Winnipeg on a visit just before the first of the year. This firm are exceptionally well pleased with the volume of their business during 1908, and are especially gratified with their collections. Mr. McLeod is looking forward to a splendid season during the present year.

Brandon Fair Dates.

The Inter-Provincial Fair will be held at Brandon, Man., from July 19th to the 23rd this year. Mr. C. Fraser, secretary of the show, recently made a trip east looking for exhibits, grants from the live stock associations, etc. We understand he has been fairly successful. Mr. P. Payne is president for 1909.

FOR NINETEEN NINE THE TUBULAR LINE

We have built and sold more cream separators, in the last twelve months, than any of our competitors; in fact more than a number of them put together. **The superior features of the 1908 Tubulars placed them far in advance of other cream separators and kept them there.**

Better still for 1909

Not content with past victories, we propose to eclipse all former triumphs before the close of 1909, and our new **TUBULAR "A"** separators will make it an easy task. We have tested them in every way and we guarantee them to be better than any other cream separator in every particular. Not only on a number of points, but on every point. The most satisfactory and the best selling line of cream separators in the world.

WRITE FOR TERRITORY AND CONTRACT.

The Sharples Separator Company

WEST CHESTER, PENNA.

Toronto, Can. San Francisco, Calif. Chicago, Ills.

Some More Arguments in Favor Of Cream Separators.

In many issues we have dealt with the merits of the hand cream separator and have advanced many arguments why it should form part of the stock of every retail dealer. Now, we are not the only publishers doing this sort of thing, because we run across many items on the same subject in many of our exchanges. Everybody knows that there is "wisdom in numbers," therefore our stand on this subject of handling cream separators is greatly strengthened, and we are given an opportunity of presenting our readers with the very best arguments of the other fellows.

Following we quote from an exchange, which contains a prominent dairyman's arguments in favor of the cream separator, and as we approach the season when greater efforts are put forth to sell separators than at any other time, there should be much in this article of interest to the retail man. It says:

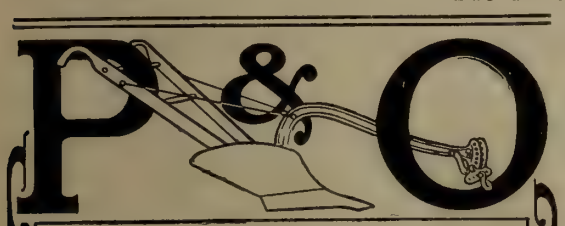
"It is time for implement dealers to wake up to the possibilities there are in selling cream separators. Probably there is no machine made for the farmer that will show so great an increase in demand in the next few years. Dealers can have the trade, if they will, or see it go to the mail order houses. It is for them to decide.

"There are good and sufficient reasons why more cream separators will be sold in the next few years than ever before. The high price of butter and cream will induce farmers to go into dairying. Already in the middle west farmers are planning to "keep cows" for the profits there are in that branch of agricultural industry. In the past few years the supply of butter has not kept pace with the demand; hence the present high market prices.

"Then, too, farmers are coming to know that they must dispose of their farm by-products to best advantage. This means dairying, and the introduction of silos, feed grinders, milking machines, cream separators, and churns. Until some market outside dairying is provided for the disposal of corn stocks and unsalable portions of the corn crops, the proper and logical source of profit will be through feeding to cattle and in turn selling the cream or butter from the cows.

"That means an ever increasing demand for dairying machinery. The dealer is best fitted to furnish these implements to the users. But they cannot hope to create and hold the trade unless they can talk the machines to the farmers in a highly intelligent manner. Look at it in an intelligent manner:

"Farm papers are urging farmers to buy separators as a source of profit making and to save labor. The catalogue houses are quick to see the advantage of advertising to the farmer trade, and by means of alluring descriptions of their machines follow up the work of the farm press writers, and drive into the minds of the farmers an idea that theirs is the machine to buy. While the mail-order concerns are wide-awake and striving for the farm trade the legitimate implement dealers are sleeping alongside of their opportunities, and wake up only to find that possible customers have bought a separator from far away when the



Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee,** and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	**Dallas**	**Portland**
Kansas City	**Minneapolis**	**Spokane**
Omaha	**Denver**	**Winnipeg**

AWAY IN THE LEAD

FOR 1909

DE LAVAL Cream Separators

The year that is past was one of unusual interest and importance in a Cream Separator way. Twelve months ago we announced to cow owners the introduction of a complete new line of DE LAVAL farm and dairy sizes of machines, marking another great move forward in the development of the Cream Separator. The enthusiastic welcome given these improved machines by buyers everywhere exceeded even our great expectations aud nearly carried us off our feet. Orders came so thick and fast that stock was soon exhausted and the DE LAVAL factory was forced to run day and night from March to July and continued to run with increased force on full time throughout the entire year. Notwithstanding the universal business depression, DE LAVAL sales for 1908 were over 50 per cent. greater than in 1907. The new machines simply swept the field of all separator honors and made the year a notable one in separator history. Practical experience in the actual sale and use of 100,000 of the new machines has but served to suggest still greater refinement of perfection and to enable us to offer in the DE LAVAL for 1909 a machine that those who know say IS MILES AND YEARS IN THE LEAD OF EVERYTHING ELSE IN A SEPARATOR WAY. If you have not seen and used an IMPROVED DE LAVAL you really cannot know what a Cream Separator is today. It's surely in your own interest to do so before thinking of buying any other. Why not write at once for catalog and full information, to be had for the asking.

The best agents wanted in all Territory-in keeping with our Machines. The season for active work is now at hand. All applications given careful consideration.

THE DE LAVAL SEPARATOR CO.

Montreal **WINNIPEG** **Vancouver**

trade might just as well have been kept at home, if the dealers had been alive to their chances.

"The first thing that dealers must do to get this trade is to contract for a dependable line of separators. Then they must learn the lesson of how to interest the farmers into the use of separators. Then they must advertise in the home papers. If dealers will not do all of this they should not rail at the catalogue houses for taking their trade away from them. It is their own fault if they see their territory filled full of cheap, no-account separators shipped in from mail order concerns. They can stop it if they will.

"At the beginning they should have some line of talk that they can put to the farmers, showing that a good separator will pay for itself in a year. Perhaps the best things that can be said about the use of separators have recently come from the pen of Prof. H. M. Bainer, and the talk, if well learned, will sell many a machine. It follows:

"The farmer or dairyman who handles the milk from five or more cows for profit in butter making or cream selling should own a hand separator.

The hand separator, working under favorable conditions, leaves from 1-50 to 1-20 of a pound of butter fat in 100 pounds of skim milk. The gravity and dilution (water separator) systems of securing the butter fat, will leave, under the most favorable conditions, from 1-3 to 3-4 of a pound of butter fat to each 100 pounds of skim milk.

"The farmer who handles say 80,000 pounds of milk per year, should not lose over 40 pounds of butter fat in the separator skim-milk. By the water separator (dilution) or gravity methods there would be a loss of 275 to 600 pounds of butter fat per year. Figuring butter fat at 20 cents a pound, there would be a loss between the hand separator and the other methods of from $45 to $110 a year. Thus the saving in one year would pay for the separator, and it would be good for many more years of service.

"The machine not only secures practically all the butter fat, but it delivers the skim milk in a sweet, warm and undiluted condition ready for the calves or pigs.

"Less labor and dairy utensils are necessary than with the other systems.

"The cream is of uniform richness. It has removed much of the fibrous and foreign matter.

"The milk has had no chance to absorb bad flavors and odors from standing around and the cream is produced in excellent condition.

"There is gain in the quality as well as in the quantity of the butter obtained.

"The capacity of the machine per hour should not be less than 50 pounds for each cow milked. A 10-cow herd would then require a 500-pound capacity separator, and an 18-cow herd, a 900-pound capacity separator.

"There are many makes of good separators now found on the market which are sold as cheaply as many of the poorer ones:

"Buy a standard machine—one that has a good recommendation and is known to be durable and reliable.

"Don't buy the average "catalog house" machines. They sometimes do good work, but as a rule do not last long enough. Many of them are cheap in construction as well as in price.

"Buy a well-known machine—one that is guaranteed in construction, material and clean skimming."

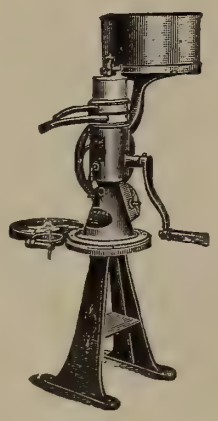
To Handle Groendyke Binder Twine in the West.

Hedley & Bell, of Brandon, Man., desire to inform the trade of Western Canada that they have secured the exclusive agency in this territory for the various lines of binder twine manufactured by the J. C. Groendyke Co., of Chicago, Ill., whose mills are situated at Miamisburg, Ohio, and Peterboro, Ont. While they have not yet announced prices for the ensuing season the firm states that "dealers will do well to consult us early while the prices of fibre is down." Letters of enquiry should be addressed to Hedley & Bell, Brandon, Man.

Board of Railway Commissioners to Meet Here.

From February 1st to 10th the Board of Railway Commissioners for Canada will hold a series of sessions in Winnipeg. A prominent Toronto attorney, presumably Geo. F. Shepley, K.C., will be on hand to present the case of the public in the matter of express rates.

Nature knows no pause, and attaches a curse to all inaction.



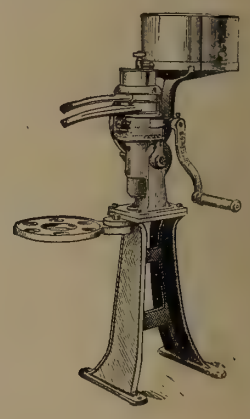
A LINE THAT SELLS

The title "Line," as you know, is applied by almost every manufacturer to his machines. In most cases, as a result, a line is nothing but different sizes of the same machine.

BUT HERE'S AN ACTUAL LINE
THE QUALITY LINE OF CREAM SEPARATORS

Of different styles, of full sizes and capacities in each style. Not one man's hobby; but an opportunity for the user to make his own choice of the **kind** and **size** of Cream Separator **he knows he wants**. The

EMPIRE LINE



Comprises THE FRICTIONLESS EMPIRE (The Cone Separator)
THE CENTRE FEED EMPIRE DISC (The Disc Method Made Perfect)

The two **really** standard methods of separation. The dealer handling the EMPIRE Line has two or more chances of a sale to every one of any other make.

The EMPIRE machines are all of the highest quality, first grade separators, for they are all of the EMPIRE quality, made of the same highest grade material, by the same skilled workmen in the model separator factory.

Before making your arrangements for your 1909 separator connection WRITE US FOR PARTICULARS.

We have a proposition to make whereby you can meet any competition—no matter of what character it may be.

EMPIRE CREAM SEPARATOR CO. OF CANADA, LTD.

WINNIPEG
MANITOBA

Regina.

To glance back over the year which has just closed both the implement firms and the threshing machine agents report business very satisfactory on the whole, and very much better than they expected when looking over the situation last spring. The buying too has been more satisfactory an l the farmer who asked for credit has been a man who was generally entitled to it. The short crop of 1907 certainly had a most beneficial effect on business. It had a sobering effect which was needed, not only among the real estate speculators, but among farmers as well. It is not an unusual thing to hear a farmer say nowadays "It's no use my trying to buy a threshing outfit this year, they wouldn't give it to me." A couple of years ago the same man would have said to the agent: "If you don't want to give me an outfit there are lots more who will." And he would have been right. The farmer this fall has taken very much better care of his money. He has not indulged in extravangances but has opened a saving bank account.

Collections to date, taking the Province as a whole have perhaps not quite come up to expectations. Possibly the lack of cars in certain districts may have had something to do with this and, of course, the money will still be forthcoming. There is no doubt that the crop was exaggerated, and that taking the entire Province it was only a very moderate success. Lack of moisture was mainly responsible for this though some districts were severely injured by frost. The rainfall was most extraordinarily local this year and whereas in this immediate district we had an abundance of rain, at a point some twenty-three miles west of here they did not have half as much. In the four months April, May, June and July we had 14.39 inches of rain in Regina, while at the point I speak of, four miles south of Pense, they only had 7.80 inches. In June, probably the most important month of all for a good rainfall, we had 9.23 inches while 23 miles west they had only 4.01 inches, and yet the wheat crop at the latter point was very fair, though the oats were light. There were many districts where they did not have nearly as much rain as this and where the crops were very light. To sum up, on the main line of the C.P.R. west, the crops west of Mortlach were a failure owing to drought. North, at Prince Albert, they were good. but at Saskatoon they were very light. On the Pheasant Hills branch of the C. P. R. the crops were damaged by frost. On the main line east they were fair, and on the Soo line they were good. It would have taken a very good crop all round to have cleaned up all the outstanding liabilities and it is no use pretending that the crop this year has quite done that. Taking everything into consideration, however, the payments have been very satisfactory. Where a man had to meet a payment of a thousand dollars last year and the same this season in many cases he was unable to make a payment at all in 1907 while this year he has paid anywhere from twelve hundred to seventeen hundred dollars. The new paper which came due this year, has practically been paid up in full.

Regina has never been as big a grain shipping point as some other places with less country contiguous, for the reason that the district is well served with railways, and points like Condie, Grand Coulee, Pilot Butte and Richardson, all within eight or nine miles of Regina, are all large shipping centres. This year, too the Canadian Northern Railway handled a very considerable amount of wheat on their Brandon extension. Up to December 28 the Canadian Pacific Railway shipped out of Regina a little over 400,000 bushels and the Canadian Northern 100,000 bushels. In addition to this it was estimated that there were about 70,000 bushels in store. It is difficult to estimate how much wheat is left in the hands of the farmers, but, as far as can be learned, probably not more than twenty-five per cent.

With regard to prospects for next season's business it can safely be said that they were never better. Last year the agents in sending in their orders to the wholesale houses were undecided and uncertain as to the future, they kept changing their orders and cancelling them, but this year they have sent orders in early and the only changes they have made are in the way of additions. There is a healthy, hopeful tone about business generally and everybody is looking forward to 1909 for eclipsing any year we have ever had for volume of business.

Mr. D. J. Taylor, manager of the Cockshutt Plow Co., made an extended trip over the northern part of the Province at the beginning of the month, going as far west on the main line of the C.N.R. as Lloydminster and visiting his company's agencies at Lashburn, Battleford, Langham and other points. While away he made arrangements for building the company's new warehouse at Saskatoon. This will be established as a new distributing point and Mr. W. J. Bell, who for some years has been the company's local agent, will be in charge. It will be a sub-agency to Regina. Mr. Taylor also went up to Prince Albert to make arrangements for material for the building of a warehouse there.

Mr. W. Perry Wells, manager of the International Harvester Co., left last week for Chicago. He will also visit Kansas City, Mo, before he returns home about the middle of January.

Mr. E. S. Tecktonius, manager of the Nichols & Sheppard, has gone on a visit to Racine, Wis. He will return to Regina about January 15th.

The tragic death of James B. Hinds came as a great shock to his many friends here. He came here when the J. I. Case Co. opened their branch about four years ago, being moved to Winnipeg last July. Jimmy was a general favorite and he was such a bright, cheerful companion that he was the last man for whom one would have foretold such a sad ending.

Mr. Harold Allison has been installed here as district freight agent for the Canadian Pacific Railway under Mr W. B. Lanigan. He came in this week with Mr. H.

Continued on page 12

Successful Business is Built Up by Seizing Opportunities.

Now is your opportunity to GET OUR CONTRACT FOR 1909. No other line pays dealers such BIG PROFITS as the ONTARIO LINE, consisting of:—

CANADIAN AIRMOTORS for power or pumping.
STICKNEY GASOLINE ENGINES — The simplest and best used.
KELLY & TANEYHILL WELL DRILLING MACHINERY—The Old Reliable.
ALYMER PUMPS AND SCALES.
TORONTO GRINDERS — SAWS — TANKS AND TROUGHS.
WOOD and IRON PUMPS. Cylinders, Pipe and Fittings.
EAGLE STEEL LAWN SWINGS.
RIFLE HYDRAULIC RAMS.
VILLAGE FIRE ENGINES. HOSE AND BELTING.

WRITE US TO-DAY.

Ontario Wind Engine & Pump Co., Ltd.

WINNIPEG, MAN.

Continued from page 11.

H. Acherson, travelling freight agent. Mr. Allison is to have charge of the freight business for the Province and will make headquarters here.

The Regina Implement Association held a meeting recently to discuss the amendment to the Threshers' Lien ordinance which is being introduced at the present session. A committee consisting of Messrs. Geo. Hinchley, president; D. J. Taylor, secretary,; G. T. Forsyth and D. A. Macdonald was appointed to confer with the Association's solicitors and see that the interests of the vendors of threshing machines were looked after. They decided, however, not to oppose the new measure which gives the employees of a threshing outfit the right to file a claim for wages actually earned threshing the grain on any particular farm, which claim takes precedence of all others.

Mr. Ed. Haid, of the travelling staff of the Waterloo Manufacturing Co., who has been laid up since October 10th with a severe attack of fever, is about again and leaves tonight for Winnipeg on a business trip. His many friends throughout the West will be glad to see him on his old rounds again.

Some Phases of the Implement Trade from a Traveller's Standpoint.

Perhaps in no line of trade does the commercial traveller come in such close and constant touch with his customer as does the representative of the wholesale implement house. The phases of the trade as viewed by him after several years' experience seems to be unlimited in variety, unbounded in extremes. His day's work is interspersed with the usual humorous, serious and sometimes even pitiful incidents, but he keeps steadily on his way, three hundred days in the year, having ever in mind the interests of both his customers and his house and endeavoring to serve both honestly and well.

He meets every year the usual number of "would-be" dealers who are willing to invest their time and lack of experience if the wholesaler will just furnish the goods, prepay the freight, and take in exchange such proceeds as he does not overlook, neglect, lose or forget to turn in. And, indeed, the most remarkable feature is that a certain number of these men do get a line of goods from one or more houses with the result that they do become "full fledged" implement dealers "for a day." Occasionally one of them makes good, the balance disappear in a few months or a season never to be heard of again, except when the wholesaler says things that wouldn't look good in print while trying to collect the paper they left behind.

One of the "seven wonders" to the average traveller of experience is how some so-called successful dealers get along at all. Their offices are such in name only, their warehouses look as though a cyclone had just finished a short but very vigorous engagement, their yards are filled with all kinds of machinery in all possible conditions, and the dealer is incessantly engaged in hunting for something which he knows should be in stock but the location of which he has forgotten, and which if he cannot find he will decide and report "shipped short."

Does it ever occur to the dealer who handles his business in this manner that he is losing money? Does he ever figure that his loss of time, loss of parts, and even loss of custom is costing him scores of the great, big dollars that he is solely in the business to obtain?

The question is often asked why there are so many changes every year in the rosters of the implement trade throughout the west. The answer is that seventy-five per cent. of those who give it up have not found it sufficiently profitable even with a large volume of business. to warrant continuance. But why? A fair percentage of these men were good salesmen, hustlers, hard workers, fair judges of credit, possessed of reasonable business ability and should have been successful. These words tell the story—LACK OF SYSTEM.

Lack of system from the time the order is placed until the goods are delivered into the hands of the customer. The average dealer keeps no record of the orders he places for stock, no record of the price he is to pay, no record of the date of shipment. He takes orders for expensive repair parts, places the order with the factory or wholesaler and promptly forgets for whom they were ordered. He bases his costs on the invoice at factory prices and lumps his freight, often forgetting his fixed expenses of rent, insurance, help, fuel, etc., entirely. His system of recording sales made is irregular, often times his ledger is such in name only, his credits of notes and cash are frequently made direct to the ledger if at all and an account once settled by note is forever closed so far as his books are concerned, no debit of the note being made in his Bills Receivable Account because he keeps no such thing. His only record of the note from that time forth is the note itself which, if mislaid or lost, means complete loss of both capital and profit in the sale unless the maker appears to make payment. He turns notes over to his creditors as collateral and to his bank for collection without taking a list or receipt for same. In short, everything is done hap-hazard and important transactions are entrusted entirely to memory.

Failure to charge a hundred pounds of twine means loss of the profit on perhaps five hundred to one thousand pounds; forgetting to chare a pair of shares means loss of profit on a fine sized sale; not delivering some pieces of repairs ordered in by express leaves an unsalable article on hand and means loss of profit on several other repair sales; leaving goods out where they may be and generally are stolen by unscrupulous persons, such as wrenches, clevises, bolts, whiffletrees, neckyokes, etc., always means every year the loss of profit on several days hard work. Add to these defects the indisposition to force collections when due and the general cause of failure in the implement business is explained—simply—lack of system.

CYNICUS.

THE

Pastime Washing Machine

SIMPLICITY! DURABILITY!
CLEAN WASHING!

Runs as Easy Full of Clothes as Others do that are Empty.

452 Logan Avenue, Winnipeg.

You want to know how we like the Pastime Washing Machine. We think it is a dandy. If ever a washer was tested this one was before we paid for it. First, we did the regular family washing; next day blankets, comforters and spreads, and last of all a rag carpet. It certainly did splendid work, and we are more than pleased with it. We have had all kinds of machines, but none of them do the work as well or as quick as this one. One of our neighbors came in, and turned the handle a few times and would not believe it was full of clothes until she raised the lid and saw for herself. She said it turned as easy full of clothes as the one she had did empty. Truly etc.,

A. CARTHER.

WARRANTY

We guarantee the Pastime Washing Machine to wash the Clothing QUICKER, CLEANER, and to operate easier than any other hand power Washer on the market.
We further guarantee it to be well made and of good material throughout.

QUICK WORK! FULLY WARRANTED!
EASY TO OPERATE!

If you want the exclusive sale in your town "get busy." Write for prices, &c.

Parsons Hawkeye Manufacturing Co.

Manufacturers and Distributors for Canada

WINNIPEG

A Toast for 1909.

Here's to the man whose hand
Is firm when he clasps your own—
Like a grip of steel
That makes you feel
You're not in the world alone.

Here's to the man whose laugh
Puts the sombre clouds to rout—
The man who's fair,
And kind and square
To the one that's down and out.

The best men make themselves.

Asked for a definition of Mormonism Mark Twain replied, "Wives plural, religion singular."

CANADA'S BEST

THE BUGGIES FROM GLENGARRY

They are Quick Sellers

because they have the style and finish and the price is right.

They Satisfy

because they are made from the very best select material and have the wearing qualities.

No. 68 Two-in-One Auto Seat Buggy.

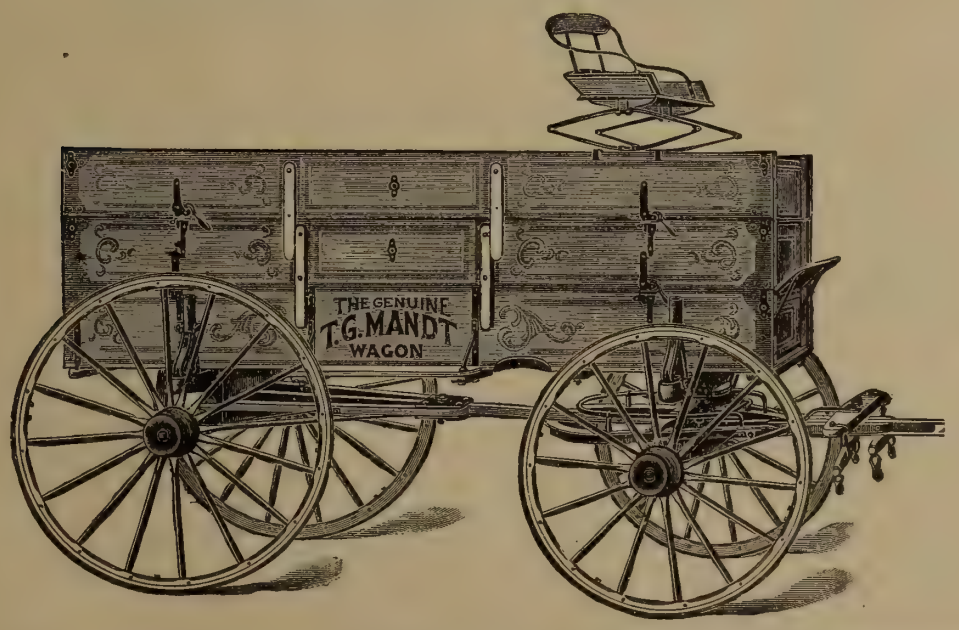
Dealers visiting Winnipeg are invited to call at our Sample Rooms and inspect our "up-to-date" vehicle line. There are many new styles for 1909 that will please you. Write for catalogue.

The Genuine T. G. Mandt Wagon

THE LEADER OF THEM ALL.

There are 35 Reasons Why

it is the Best Selling Wagon on earth.



There are 35 Reasons Why

it is the best constructed, most durable, and lightest running wagon made.

Nothing is spared in quality of material, workmanship or finish, and with the many new patented improvements it excels all others and stands in the market to-day without a rival. Let us send you the 35 Reasons why the Genuine T. G. Mandt is the Best Wagon on earth.

FAMOUS MOLINE PLOWS

AND OTHER FLYING DUTCHMAN FARM TOOLS

Will bring you a large and profitable trade. Our proposition for 1909 will interest you. May we tell you about it?

Canadian Moline Plow Co., Winnipeg, Man.

Distributing warehouses: REGINA, CALGARY, SASKATOON.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
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CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

JANUARY, 1909.

Help Swell the Receipts.

Reports regarding collections still continue to show very satisfactory returns and the jobbing trade appears to be well satisfied with the progress that is being made. Nevertheless, they are going after whatever money they have outstanding, consequently it will not do for a dealer, who has money owing him for goods, to retire into his back office and get his feet up on his desk. The trade requires every dollar that can be secured. Naturally it largely devolves upon the shoulders of the dealer to get the money. On the whole, up to this time, collections have been very gratifying and if the ratio of receipts of the jobbers and manufacturers is maintained up until the middle of February it is safe to say that a larger proportion of outstanding indebtedness will have been wiped from their books than in any previous year for many a long day. That the jobbers and manufacturers will appreciate every effort the dealer makes to get in the money needs no emphasis from us.

Good Policy to Place Orders Early.

Among members of the implement and vehicle trade the outlook for spring business throughout the country is just about as satisfactory as it very well could be. Both dealers and jobbers have every reason to congratulate themselves on the prospects and, though "there's many a slip twixt the cup and the lip," an analysis of conditions will speedily demonstrate that there is an excellent basis for confidence.

In spite of the brightness of the prospects, however, it is always difficult to have a condition where the close observer will be unable to pick out a flaw, and there is one in this case if the observer looks closely enough. It is a report from some quarters to the effect that there is a tendency on the part of some dealers to withhold orders from travellers now on their rounds soliciting spring shipments.

It has fallen to our lot to have discussed this subject on previous occasions, and in dealing with it again we do so because we feel that there are one or two circumstances in connection with it that dealers will do well to remember. The first is that in the spring of 1907 when, owing to snow blockades on the railways, etc., it was impossible for the jobbers and manufacturers to get deliveries made of spring goods. The result was that the retail men of the country lost heavily, but all on account of tardiness in placing orders. In the second place the very early spring of last year found many dealers without the necessary spring goods to take care of their customers' wants, and the consequence was that many an order for a drill or harrow or some other implement for work at that particular season was never booked.

Every season sees every jobbing house in the country deluged with correspondence, long distance telephone messages, telegrams, etc. demanding immediate shipment of goods, or peremptorily asking why such orders as have been placed have not been delivered. The same thing has happened year after year, and possibly a change cannot be brought about at one effort, nevertheless the importance of the matter is such that it should be the aim of every dealer to get his orders in early, and the object of every jobber to get his shipments delivered promptly, and of both to reduce the condition of which we have been writing to a minimum each season.

The Coming Country Automobile.

Automobiles are going to be very largely disposed of through the implement and vehicle dealers of the U. S. That is the story told by almost all the trade paper exchanges we receive from the south. Many of the jobbing houses have added autos to their other lines and are pushing business vigorously. A large number of the implement and vehicle manufacturers have engaged in the making of these machines, and the number is increasing every month.

Among all the various types of cars brought forward none appear to be more popular in the rural districts than the high-wheeled buggy-style auto. The demand for this machine has been tremendous and its sale has been phenomenal. In Canada few have given much, if any, attention to this style of car. A gentleman, well known to the vehicle trade, told us recently that in his canvas for business throughout the West he was surprised at the call for the high-wheeled, low-priced, buggy-style auto. In his opinion the three prairie provinces offer a most profitable field for the manufacturers of this line.

An Article Worth Reading.

In this issue appears an article dealing with a traveller's experience among retail dealers. The writer is a gentleman of wide experience and keen insight and what he has to say should be of great interest to every retail man. It is well known, even among members of the trade throughout the country, that a very large proportion of dealers have no system whatever in the management of their business. "Cynicus" draws attention to the results from such a course and the many little loop holes for loss, which he points out, should prove suggestive to more than one. The article is well worth careful perusal and may possibly create a desire to reply on the part of some of our readers. Our columns are always open for live items of interest to the trade and we shall be glad to have any comments from dealers.

Do it now. Take the tide at the flood. Don't wait until it runs out and leaves you stranded on the flats.

A Mistake. Corrected.

Through a mistake on the part of one of our correspondents we announced in our last issue that Mr. W. H. Meyers, dealer at Kinistino, Sask., had sold out to Mr. H. Anderson. This report was quite erroneous and we desire to apologize to Mr. Meyers for having made it and for the inconvenience and trouble our announcement has caused him. He has not sold out his business and in his letter to us on the subject stated that he is still located in Kinistino, and that he is there to stay, providing all goes well. We may add for the benefit of our readers that Mr. H. Anderson is the Massey-Harris Co. agent at that point.

J. E. Ruby Leaves Western Canada to go East to Frost and Wood Co., Factory.

Announcement has been made that Mr J. E. Ruby, the subject of our illustration, who has looked after the expanding interests and managed the constantly growing business of the Frost & Wood Co., in Western Canada, for so many years, is leaving this territory. He is returning east to the head office and factory of the company at Smith's Falls, Ont., from where, in addition to being manager of the Ontario branch of the firm, he will have supervision over all Canadian business.

Mr. Ruby, like so many other Western pioneers, was born in Bruce county, Ontario, entering on his career with the Frost & Wood Co. at Smith's Falls in 1889. Two years later he was sent west to Winnipeg to relieve Mr. Arch. Patterson, then manager of the company here, who had been ill for some time and who had been granted a four months' leave of absence on account of his health. Before this time expired Mr. Patterson died and Mr. Ruby was promoted to his position.

At that time the business of the Frost & Wood Co. was almost wholly confined to the Province of Manitoba, very little trade being done in what was then the North-West Territories. Subsequently, however, under Mr. Ruby's direction, extensions were made until today the business of the Frost & Wood Co. is as well known in Saskatchewan, Alberta, and British Columbia as in what has been familiarly termed the "Postage Stamp Province."

Despite the fact that Mr. Ruby's residence in the West has not been

Mr. J. E. Ruby.

as long as that of some other members of the trade it is doubtful if there is a better known gentleman connected with the implement and machinery trade throughout the Prairie Provinces. He has covered the country in almost every direction and few towns of any importance has he missed on his many trips in the course of his exploitation of the Frost & Wood line.

Among the trade in Winnipeg he is regarded as one of the most popular members, and he has been ever associated with any movement looking to trade betterment, either from the standpoint of the retailer or wholesaler. He was one of the charter members of the Winnipeg Wholesale Implement Association, and for a term was president of the organization. He has also taken a prominent part in connection with the Board of Trade, and succeeded Mr. H. W. Hutchinson on the council when the latter retired a couple of years ago.

Of a quiet, unassuming and exceedingly courteous manner; Mr. Ruby will be greatly missed among his friends of the West. With them we join in wishing him the greatest success possible in his new sphere.

New Western Manager of Frost and Wood Co., Mr. John P. Minhinnick.

Many members of the trade throughout the West will quickly recognize in our illustration an excellent likeness of Mr. John P. Minhinnick, who was recently appointed western manager of the Frost & Wood Co., in succession to Mr. J. E. Ruby.

Mr. Minhinnick requires no introduction to the trade of Western Canada through our columns. His long connection with the business has given him a prestige which even a brilliant eulogy on our part could not enhance. Born in Toronto, Ont., he was brought West by his parents in 1884, while he was a mere boy, so that though he is still a comparatively young man in point of age he is a regular old timer from point of residence.

Mr. J. P. Minhinnick.

His start in the agricultural implement and vehicle business was secured at Churchbridge, Sask., in 1897, when he opened a retail warehouse as agent for the Frost & Wood Co. After some time spent there he accepted a position on the road staff of the firm, travelling for them principally through Saskatchewan.

Subsequently Mr. Minhinnick was appointed general agent for the company at Brandon, holding this position up until 1903, when he was selected to open and take charge of the new branch which the company had decided to open for Alberta, at Calgary.

Mr. Minhinnick's intimate knowledge of conditions govering in Western Canada, his thorough acquaintence with the various machines, etc., that comprise the Frost & Wood Co. line, together with his long experience as a retail dealer, traveller, and general agent, particularly fit him for the more orerous and more responsible duties of his new position.

In welcoming Mr. Minhinnick to Winnipeg we wish him all the success that can accrue to a "hail fellow, well met."

Mr. A. E. Drennan Joins the Empire Staff.

Among the latest changes in the ranks of those associated with the cream separator business in Western Canada is the resignation of Mr. A. E. Drennan, manager of the Sharples Separator Co., whose headquarters were at Brandon, Man., and his subsequent acceptance of a position with the Empire Cream Separator Co., as manager of sales in the eastern portion of their Western territory.

Mr. Dennan, of whom our illustration on this page is a splendid likeness, the halftone having been reproduced from a photograph taken just about the beginning of the year, hails from Kent County, Ontario, having been born there in 1864. His education was received in the district schools and he started as a travelling representative for the Grange Wholesale Supply Co., of Toronto, at the age of 21 years. For some years later he managed his father's farm and eventually started as an agriculturalist on his own account. His

Mr. A. E. Drennan.

next move was into the implement and vehicle business when he started as a dealer at Tilsonburg, Ont. Later he sold out and accepted a position as a collector for the Manson Campbell Co., of Chatham, Ont., which he resigned after two years to go on the road for the Frost & Wood Co., of Smith's Falls, Ont. In 1900 he resigned this place and associated himself with P. M. Sharples, (later the Sharples Separator Co.) and was instrumental in building up their organization in Ontario. In 1905 he came West as manager for the same company from which position he now retires to ally himself with the Empire Cream Separator Co., who are making every preparation to go after business harder than ever in this field. We wish Mr. Drennan every success in his new position.

International's New Manager at Edmonton.

Our illustration on this page is a fine likeness of Mr. W. J. McCallum, the newly appointed manager of the International Harvester Co., at Edmonton, Alta., Mr. McCallum was born at Flesherton, Gray County, Ontario, in 1872. After securing his education he entered the employ of the Deering Harvester Co., at Stratford, Ont., where he served his time as salesman, and where he subsequently was blockman for the company. After the amalgamation of the harvester interests Mr. McCallum went to Cornwall, Ont., where he remained for about four years. Later when the company required a representative at Calgary, Alta., Mr. McCallum was selected for the position. After remaining in that territory for a couple of years he was moved north to Edmonton in 1907 and here he has since remained as blockman until his present appointment as managers. Among the boys Mr. McCallum enjoys a fine reputation. That he will prove more valuable in his new position his friends confidently believe. On behalf of the trade of Western Canada we wish Mr. McCallum every success in his new position.

Mr. W. J. McCallum.

LIGHT DRAFT
New Deere Foot Lift Gang

Beam Hitch

Close Adjusting Clevis

Combined Foot and Hand Lift

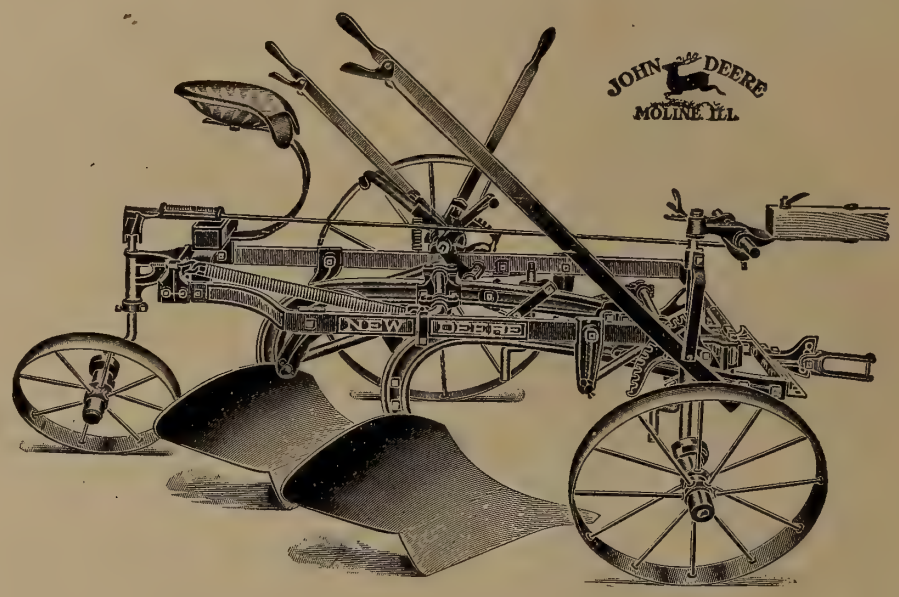
Cushion Spring on Land Axle

Dust-Proof, Oil-Tight, Long Distance Wheel Boxes

Easy Running

Easy Handling

Long Wearing



MOST PLOWS are built to fit a price.

In other words, the price is fixed, and the plow built so it can be sold profitably at that price.

John Deere Plows are built as they should be built—and the price follows—fixes itself.

Draft is not a matter of theory—but a load. It is not determined by opinions, but by tests, which show the pull in pounds.

John Deere plow bottoms are of special shape—they lift the ground like a thin wedge splits a log.

Quality and Light Draft—a John Deere motto for seventy years.

Send for booklet fully describing the **John Deere Gang,** built especially for northern trade, the best thing in the gang plow line ever offered to the farmers of the north.

NEW DEAL WAGON

NEW-DEAL WAGON—is made of air-seasoned lumber.

NEW-DEAL WAGON—is equipped with double collar skein.

NEW-DEAL WAGON—skeins are dust-proof, therefor will hold grease longer and run easier than others.

NEW-DEAL WAGON—skein is heavier; bell is longer and larger, taking in more axle.

NEW-DEAL WAGON—has riveted grain cleats (not nailed or screwed).

NEW-DEAL WAGON—has reinforced bottom both front and rear.

NEW-DEAL WAGON—has clipped gear both front and rear.

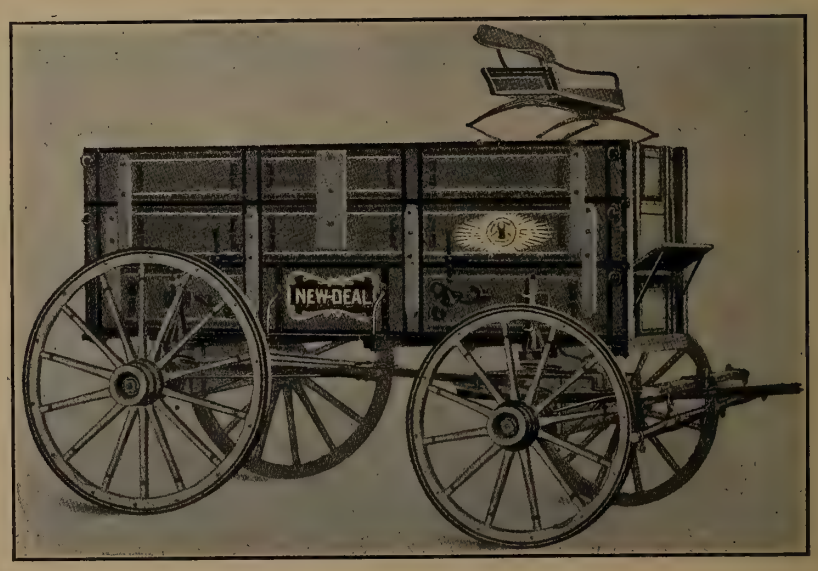
NEW-DEAL WAGON—has a box that is flax tight.

NEW-DEAL WAGON - is extra well painted, striped and finished.

NEW-DEAL WAGON—possesses a great many distinctive features of merit.

NEW-DEAL WAGON—Has Trussed Tongue. Cannot break or warp.

NEW-DEAL WAGON—Has Channel Iron Reach. Really indestructible.



New-Deal Wagon.

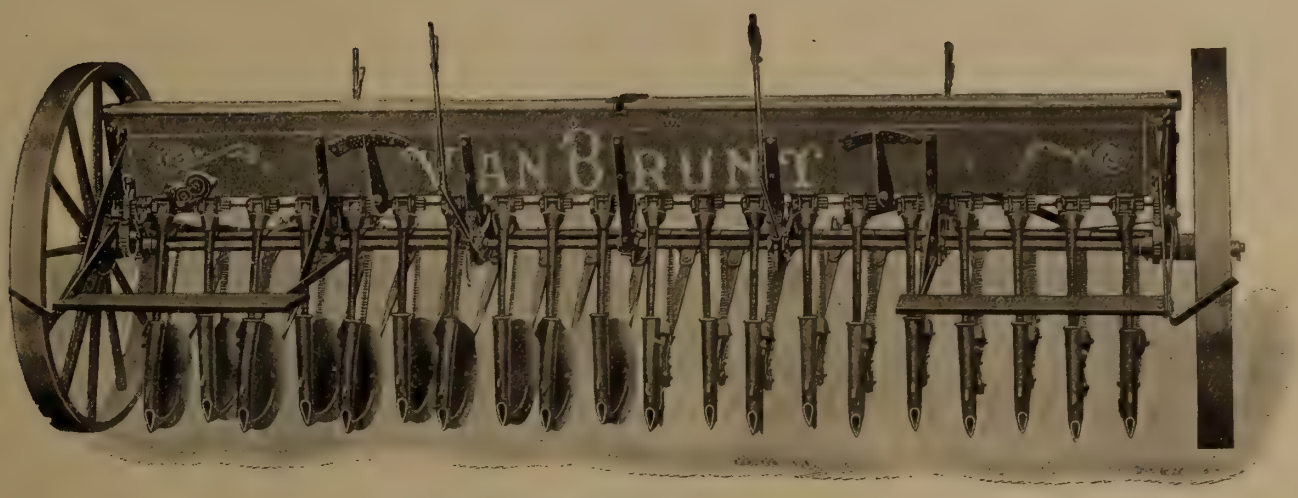
JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA CALGARY EDMONTON

VAN BRUNT DRILLS

THE DRILL THAT DOES THE BUSINESS



Made in Sizes 12-14-16-17-18-20-22-24

Single, Double Disc or Shoe Interchangeable

All important features that go to make up a successful Drill were brought out and owned by the Van Brunt Mfg. Co.

The **Axle** in the **Van Brunt Drill** is continuous (not short stub axle). The frame is so constructed that it stands up, there is no sagging or undue friction on bearings. A continuous axle costs more than stub axles, but the best is none too good for our Western farmers. The Van Brunt frame construction is no experiment, it has stood the test for years.

The only **Drill** that is equipped with wheels that have long hubs—**case hardened.** The inside of hubs run well under frame—wheels always run true.

Tire equipment is 4-inch on 18-20-22-24 and 3-inch on 12-14-16 and 17.

The **Van Brunt** is the only **Drill** with **Tilting Lever.** The operator can change the angle of Disc or Shoe while machine is in motion.

The **Tilting Lever** is as necessary on a Drill as a tilting lever on a mower.

Gear Drive (not chain). There is no lost motion with the gear drive on the Van Brunt Drill.

All Drills equipped with **wheel scrapers**—very important in gumbo land. Wheels should always be cleaned in order to ensure accurate seeding and uniform depth.

Foot Boards or Seat.

The Van Brunt Mfg. Co. is the father of the Single Disc Drill construction. Secure the agency now for the genuine Van Brunt Drill.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Personals.

It is reported that Mr. H. W. Gorman, dealer at Erskine, Alta., has sold out.

Mr. F. W. Bogles is said to have taken over the implement and lumber business of Smiley & Sons.

Mr. Joseph McKeever, the well-known dealer of Oak Lake, Man., has been succeeded by Mr. R. J. Grey.

Mr. Frank Brinkworth, implement dealer at Lipton, Sask., has been succeeded by Mr. N. M. Larson.

Mr. J. H. Lawrence, of Carlyle, Sask., has disposed of his implement business to a concern known as Crane Bros.

Mr. James McAuley, implement and vehicle dealer at Newdale, Man., recently sold out his establishment to Mr. J. W. Lamb.

A new member of the trade is Mr. Harry Ensor, who has commenced an implement and vehicle warehouse at Chaplin, Sask.

The partnership of Shannon & Jeffrey, implement dealers at Viscount, Sask., has been dissolved. Mr. John L. Jeffrey continues.

Mr. A. W. Heath, of Antler, Sask., is undersood to have taken over the business formerly conducted at that place by Mr. H. W. Harvey.

The firm of Donald & McFarlane, of Davidson, Sask., recently underwent dissolution of partnership. Mr. John Donald continues the business.

Mr. H. B. Thompson is the name of a new dealer at Sheho, Sask. He has taken over the business formerly conducted by Mr. A. M. Sparrow.

Smith & Dafoe, dealers at Vonda, Sask., have secured a dissolution of partnership. It is not known who will continue the business at this writing.

Mr. Adam Maxwell, the popular implement and vehicle man at Snowflake, Man., has taken his son into the business. The concern will in future be known as Adam Maxwell & Son.

Mr. D. M. Hackney, manager of the Raymond Co., makers of the National cream separators and Raymond sewing machines, spent the Christmas season with relatives and friends in the East. He also visited the head office and factory of the company at Guelph, Ont..

Stewart & Son, dealers at Girvin, Sask., have dissolved partnership. Mr. S. J. Stewart continues.

Harvie & McGinnis is the title of a new concern in the implement and vehicle trade at Nokomis, Sask.

M. R. B. Freeman has opened up in the agricultural machinery and vehicle trade at Keppell, Sask.

Mr. Webster Albertson, of Estevan, Sask., recently took over the business heretofore conducted by Mr. W. S. Coffin.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently left on a three weeks' visit to the factories of his company at Brantford, Ont. While away Mr. Mott will visit Minneapolis, Chicago, Toronto, and other points in the south and east.

The O. K. Grain Shocker Co., which was recently granted articles of incorporation, under the laws of Manitoba, are seeking capital in Winnipeg and the West for the placing of their invention on the market.

Our old friend M, J. S. Trumpour, of Griswold, Man., who has been pursuing the elusive farmer in search of orders for farm implements and vehicles has disposed of his business to Mr. James McDonald.

Mr. John Inglis, the well-known implement man of Brandon, Man., was in the city on business a short time before the Christmas season. He reported a very successful and satisfactory business during 1908, with money coming in in good style. He is looking forward to another good season during 1909, and from all indications will get it.

Mr. Chas. Peterson, implement dealer at Govan, Sask., was in Winnipeg a few days before Christmas. He was on the way south with his old family to his old home at Galesburg, Ill., where he spent the holidays. Mr. Peterson reported a splendid year in the Govan district, and was quite enthusiastic over the outlook for implement and vehicle business in that territory the coming spring.

Mr. Fred J. Weed, manager of the De Laval Separator Co., here, was down to Chicago, Ill., the middle of last month taking in the National Dairy Show. It is understood that this was one of the finest dairy exhibitions ever held and larger crowds attended from all parts of the country than ever before. The DeLaval had an elaborate display of their celebrated machines.

Mr. I. P. Porter, manager of the Hart-Parr Co., of Portage la Prairie, Man., recently went south to Charles City, Iowa, the home office of the firm. He expected to be absent from Western Canada for a couple of weeks. He was in the city for a couple of days before going south, and expressed himself as very well satisfied with the past season's business. His company are making preparations to take care of a much increased trade during 1909.

Mr. J. C. Hyndman, manager of the International Harvester Co., at Brandon, Man., was in the city on business a few days ago. He is much impressed with the outlook for business the coming season, and is making preparations to take care of a big trade. It is now almost a year since Mr. Hyndman came West and from his appearance the country is agreeing with him and he with it.

Mr. W. E. Pinkerton, manager for W. D. Dunlop & Co., dealers at Yorkton, Sask., was in the city just before Christmas on his way East to spend the holidays at his old home at Newboro', Ont. He was accompanied by Mrs. Pinkerton. Speaking of conditions in the Yorkton district Mr. Pinkerton stated that all the implement houses were very well satisfied with results, and that outstanding debts were being cleared up in a very satisfactory manner.

FARMERS CAN INCREASE THEIR CROP

50 per cent. in 1909

20 Wheels. Weight 2200
Width 10ft.

By using a

BRANDON SUB-SURFACE PACKER

24 Wheels Weight 2560
Width 12ft.

Send for Catalog

Send for Agent's Terms.

In the IMPROVED BRANDON SUB-SURFACE PACKER we have a tillage tool that should be in the farm equipment of every farmer and on sale by every live dealer,. Its V shaped wheels or discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine in the world to-day. It is constructed in two sections, thus enabling it to conform to uneven surfaces and its interchangeable bushings make it a machine that will last the farmer a lifetime. Sub-surface packing is a method of tillage that every farmer and dealer in the West should investigate. We can tell you about it if you will but write us.

Address— THE BRANDON MACHINE WORKS CO., Limited, BRANDON, Manitoba.

The Ontario Wind Engine & Pump Co. are among the firms tendering on the City Power Transmission Tower Contract, this contract amounting to some $88,000 and involving 100 car loads of steel towers.

Mr. J. P. Murphy, of Saskatoon, and Mr. M. J. Williamson, of Winnipeg, both of the road staff of the Ontario Wind Engine & Pump Co., have gone to their eastern homes in Ontario and New Brunswick respectively, for a holiday.

Mr. O. E. Chapman, of the order department of the Ontario Wind Engine & Pump Co., was called east to his home at Holland Landing, Ont., owing to the dangerous illness of his eldest brother, whose death occured shortly after he reached there.

Mr. H. H. Gracey, representative of the Dominion Carriage Co., in Western Canada, was in the city for a few hours about the middle of December. He was on his way back to the "effete East" to spend the 'Xmas holidays with his family. He informed us that his company are going to open a large repository in the centre of Toronto's business district, and that they are making many improvements at the factory. We hope to see Mr. Gracey back in the West again at an early date.

Mr. W. H. Fleury, president and general manager of J. Fleury's Sons, Aurora, Ont., was in the West a short time ago calling on his representatives here, the John Deere Plow Co. Mr. Fleury was very optimistic regarding future prospects, and stated that his factory has been running full swing in order to keep pace with the growing demand for their goods. At the present time they have started the erection of a foundry and storage building, and will likely make other additions before the end of the present year. He was well pleased with his Western trip.

Winram & Clarke, the well-know dealers of Manitou, Man., have sold out their business to a concern known as Ridley Bros. What business Mr. Winram intends to engage in for the future is not definitely known. He has been one of the strongest advocates of a dealers' association in the West, and was one of the founders and is at the present time secretary of the Manitoba Retail Implement Dealers' Association. Should he withdraw permanently from the trade he will be much missed. It is not expected that he will do this, however. At the present time he is in Vancouver to escape the rigors of our winter weather. He has just recovered from a severe attack of dyptheria.

Mr. D. W. Reid, travelling representative for the Ontario Wind Engine & Pump Co. for Alberta, with headquarters at Calgary, has resigned his position to go into business on his own account at Kenniwick, Wash., U.S.A. "Dave" will be very much missed by the "Knights of the Grip" in Alberta, with whom he was very popular. His place has been taken by F. H. Stockton, formerly with the Standard Soap Co., who previous to taking the road for this firm was connected with the implement trade, and who has always had a hankering to get back into it again. He will no doubt make a creditable showing in pushing the "Ontario line."

Mr. Joseph Maw, president of Joseph Maw & Co., returned a short time ago from a visit to Chicago, Detroit and Toronto. This trip was specially made in connection with the expanding automobile business of his concern. Speak of the conditions in this line Mr. Maw said: "The outlook in the automobile world for the coming season is exceptionally bright, a large number of factories have already sold out their output for 1909, and are already at work on models for 1910. Dealers all over the United States report better prospects for sales during the coming twelve-months than at any time since the general introduction of this machine. In Winnipeg and Western Canada we are looking for the most profitable business we have had and from all accounts we are going to get it." While away Mr. Maw secured a 1909 Model thirty Cadillac, and will handle this machine for this territory. In addition he concluded contracts for the Reo, Ford, and Oldsmobile, all cars handled by him in previous seasons, the later models of which contain many new improvements over those of previous years. Mr. Maw is very sanguine that the implement trade of Western Canada will take up the sale of automobiles, and our own opinion is identical with his. In other words who has a better right to sell autos than the man who sell carriages, buggies, etc? Dealers are requested to write Mr. Maw's company for full particulars relative to their various cars. Mr. Maw is feeling improved in health and is looking very much better than for some time past.

Mr. D. O. Gjefre, formerly connected with the Minnesota Moline Plow Co., at Minneapolis, Minn., but who has been with the Canadian Moline Plow Co., here, since the end of November, recently left for Saskatoon from which point he will travel for the company in Northern Saskatchewan

Order Now for Fall Trade.

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

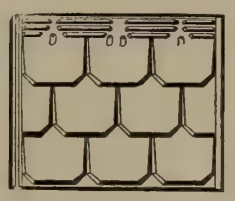
PUT ON IN 1885

Perfect Protection in 1909

Metal Shingles may be "guaranteed" to last for 25 years—and not last five.

When a house has been making Metal Goods only a few years, of what good is their "guarantee" that their shingles will "last a life-time."

They don't know themselves how long their shingles will wear because they have not had time to put the shingles to the test.



"EASTLAKE" METALLIC SHINGLES

MADE IN CANADA FOR 24 YEARS

Don't forget that—**Made in Canada for 24 Years.** In use, right in your own province, for 24 years. Proven lightning-proof, fir-proof, leak-proof, wind-proof, rain-and-snow-proof, wear-and-rust-proof by 24 years' resistance against storms and climate.

The guarantee that goes with "Eastlake" Shingles is backed by 24 years' test. You don't take risks, you know.

There's the "Eastlake" **Cleat**—the improvement that makes the "Eastlake" Shingles perfect. An entirely original idea, patented, and found only in "Eastlake" Shingles. Let us tell you all about it. Write for catalogue.

The Metallic Roofing Co., Limited

TORONTO **Manufacturers** **WINNIPEG**

Agents wanted in some districts. Write for particulars naming this paper. 54

Western Canada Factory:

797 Notre Dame Avenue, WINNIPEG.

(*Continued from Page 19*)

Mr. H. Burr, implement dealer at Swan Lake has sold out to Mr. Allan Fox.

F. W. Bayles & Son is the name of a new implement firm at Wawota, Sask.

Mr. W. Berton has started an implement and blacksmith business at Viscount, Sask.

Mitchell & Jolly have opened up in implements and vehicles at Glenavon, Sask.

A new firm has started at Hague, Sask., by the name of Born & Grabusky.

Mr. J. L. Stewart has just started in the implement and vehicle business at Souris, Man.

It is rumored that the firm of G. H. Hurlburt & Co. contemplate opening a branch at Glenavon, Sask.

Mr. F. B. Fraser, one of the dealers at Girvin, Sask., recently sold out to Messrs. F. J. & C. R. Kernen.

Gesche & Thirkell, dealers at Dunburn, Sask., have dissolved partnership. Mr. J. Thirkell will continue alone.

Mr. John McKennitt, the old time dealer at Oak River, has disposed of his implement business to Mr. C. Young.

Mr. William Highet, implement dealer at Oak River, Man., sold out his business a short time ago to a Mr. H. Delameter.

Mr. A. E. Mascall, blacksmith at Sperling, Man., has added implements and vehicles and will push these lines in the future.

Mr. O. W. Hembling, implement dealer at Didsbury, Alta., is reported to have acquired the business formerly operated by the firm of Siddon & Myers.

Mr. J. E. Tysoe, of the staff of the Frost & Wood Co., with headquarters at Edmonton, Alta., was in town spending the Christmas holidays with friends and attending a round-up of the F. & W. representatives.

M. A. Le Gresley, manager of the Burridge-Cooper Co., of this city, is at present on an extended trip to points south and east. While away he will visit Minneapolis, Chicago, Detroit, Buffalo, Waynesboro, Pa., New York City, Montreal and Toronto.

Mr. J. A. Panchaud, implement dealer at Fannystelle, Man., was in the city for a couple of days about the first of the year making his arrangements for the coming season. Mr. Panchaud reported a very satisfactory business during 1908. He also speaks well of collections and is very optimistic regarding the outlook for sales in 1909.

Mr. Wm. Bourke, of the travelling staff of the Parlin & Orendorff Canadian Plow Co., and winner of Canadian Farm Implements' popular voting contest, was at home during the Christmas holidays, during which time he took advantage of the opportunity to become better acquainted with his woodpile than he has been since last Christmas, and, by the way, he doesn't expect to need another introduction before the end of the year.

A rumor has reached us to the effect that Mr. J. P. Murphy, formerly of the travelling staff of the Ontario Wind Engine & Pump Co., and Mr. J. G. Nicholson, formerly engaged in the retail implement business at Battleford, Sask., have formed a partnership with a view of going into business at Saskatoon, Sask. It is understood that they will job implements, vehicles, and kindred lines from that point. Mr. Murphy is east at the present time, so that we have been unable to get definite confirmation of this report.

Mr. I. J. Haug, president and general manager of Haug Bros. & Nellermore, was recently south on a visit to the factory of the Avery Co., at Peoria, Ill. Mr. Haug is looking for a greater volume of business for Avery engines and Yellow Fellow Separators, etc., during 1909 than they have ever enjoyed in the past and they are making preparations to take care of it.

Mr. J. M. Coates, who has represented the Harmer Implement Co. throughout the West for the last couple of years, recently handed in his resignation. Mr. Coates has decided to quit the road and is going into the retail implement and vehicle business at Glenboro, Man. He recently purchased the business bought a short time ago by Mr. Charles Christie, of Alexander, Man., from Mr. T. A. Johnson. Mr. Coates is a hustler and should prove a valuable addition to the ranks of the business men of Glenboro. We wish him every success in his new line of work.

MY CREED.

Mr. T. J. Storey, General Manager of the Canada Carriage Co., of Brockville, Ont., issued the following creed to his many friends at Christmas time, and because it contains an ideal worthy of emulation by every man in the business we reproduce it here.

I BELIEVE in the Stuff I am handing out, in the Firm I am working for, and in my ability to get results. I believe that honest Stuff can be passed out to honest men by honest methods.

I believe in working, not weeping; in boosting, not knocking, and in the pleasure of my job.

I believe that a man gets what he goes after; that one deed done to-day is worth two deeds to-morrow, and that no man is down and out until he has lost faith in himself.

I believe in to-day and the work I am doing, in to-morrow and the work I hope to do, and in the sure reward the future holds.

I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition.

I believe there is something doing somewhere for every man ready to do it.

I believe I am ready right now.

An Almanac Worth Getting.

"The Farmers' Almanac and Encyclopedia" for 1909, which has just been issued by the International Harvester Co. is certainly a credit to their publicity department. While the paper used is of the best quality and the printing excellently done it is not in these that the merits of the work lie. It is in the quality of the matter used, which embraces almost everything that a farmer wants to know, while there are many tables and articles which every farmer desires to refer to from time to time. We understand that these are for general distribution among the farmers of the country, but a dealer may possibly be able to secure a copy by writing to any of the branches of the company in this territory.

Money Making Contract

If you want to handle a high grade Separator, in which there is a big profit, write for our Contract, and Catalogue of our new 1909

National Cream Separator

Its the most profitable Separator for both yourself and the farmer.

RAYMOND MANUFACTURING COMPANY, LTD.

312 Donald Street, WINNIPEG.

A Nice One.

The Frost & Wood Co. recently sent us with their best wishes for a happy and prosperous 1909, a copy of their calendar for this year. This is one of the nicest hangers that the firm has ever distributed among their friends and customers. The picture, which is in panel style shows a dainty little maid leading two big horses to her daddy, who is waiting to hitch them up to one of the F. & W. Co's machines "of quality." "Helping Daddy" is the title which the picture bears, and it is the work of that calendar artist A. H. Hider. It is certainly worth having. We are sure that a postal card to the company here will bring you one. Mention our paper when writing them.

A Correction.

In our December issue an item appeared in our "Personal" columns to the effect that Mr. J. G. Nicholson has taken over the implement and vehicle business of Johnson & Carlson of North Battleford, Sask. The boot should have been on the other foot. Johnson & Carlson have taken over Mr. Nicholson's business, which he formerly operated at Battleford, Sask.

Send for It.

Haug Bros. & Nellermoe, of Winnipeg, representatives in Western Canada of the Avery Co., manufacturers of threshing and plowing engines, separators, etc., at Peoria, Ill., are sending their patrons and friends a handsome reminder in the form of a nice calendar for this season. It represents a hunting scene and is well worth having. If you want a copy drop the company a line today.

Another Good One.

A trim little dairymaid, carrying a pail of cream, tripping across a footbridge leading over the old creek on the farm, and which separates the house from the creamery, is the central figure of the Sharples Separator Co.'s calendar for 1909. Back in the distance stands the little dairy building and through the open door is seen the farmer's boy at work with a Tubular cream separator, and from the look of pleasure on his face he is enjoying his task. A field adjoins this building and over the fence, dividing it from the farm yard, the hired man is leaning admiring the winsome girl with the pail, while, a pretty Jersey cow stands beside him evidently also in silent admiration. The color work is very attractive, the blossoms on the trees and the blooming flowers lending great charm to the view. Down at the bottom are two fine cuts of the hand and power Tubular respectively while between them is a little medallion showing a charming girl with her arms thrown around the neck of a gentle Jersey. Underneath the company has placed this inscription: "The dairy favorites." No doubt they will be glad to tell you why if you write and ask the reason.

Edmonton.

Business throughout this district has been very satisfactory and the trade generally are looking forward to a most successful year during 1909.

Mr. Alfred James formerly with the International Harvester Co., at Red Deer, Alta., has been appointed manager of the Cockshutt Plow Co., here. Mr. James succeeds Mr. J. F. Feurt.

Mr. C. A. Anderson, who has occupied a position with the International Harvester Co., at Calgary, Alta., for the past four years, has been appointed cashier for the company at this point.

Mr. J. C. Murray has been appointed credit man for the International Harvester Co., here. Mr. Murray has had long experience in connection with credit work and will be a valuable addition to the staff of the company.

Mr. J. F. Feurt, who has managed the business of the Cockshutt Plow Co., here, for the last two years, recently resigned to accept a position as head salesman for the Bellamy Implement Co., of this city. Mr. Feurt is well and favorably known throughout the Edmonton district and will be a valuable addition to the Bellamy Co. staff.

Indulging the Fancy.

A report has reached us that our old friend Mr. D. H. Taylor, manager of the Cockshutt Plow Co., at Regina, Sask., has commenced to indulge a long cherished love for dogs. When up at Lashburn, Sask., recently, during one of his tours of visitation to dealers in that territory, he was successful in purchasing a purebred pup for a very fair cash consideration. The party who gave us the information failed to inform us of the breed to which the animal belongs, but from our own knowledge of what most dogs are we suppose it's another "meat hound." However, we wish D. J. as much success with his canines as he has had in the implement and vehicle business.

Machine Man Suicides.

The trade will regret to learn of the sad end of Mr. James Hinds, for so long connected with the collections department of the J. I. Case Threshing Machine Co., here who came to his death by committing suicide on December 28th. It is understood that Mr. Hinds had been suffering from melancholia for some time and that this prompted him to shoot himself. The late gentleman was very well-known among the machine men of the West, and his usual cheery disposition had won for him a host of friends. Previous to becoming connected with the Winnipeg branch of the company Mr. Hinds was associated with the collection end of the Regina branch. The deceased leaves a widow and no children.

Dealers' Convention—February 16th.

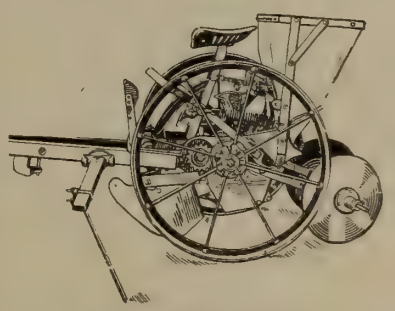
Dealers from all over Western Canada will be interested in the forthcoming convention of retail implement and vehicle men to be held in Manitoba Hall, Portage Avenue, Winnipeg, on Tuesday, February 16th. This gathering will be under the auspices of the Manitoba Retail Implement Dealers' Association, whom, we understand, propose to extend the scope of their organization so that it will embrace as a member any dealer doing business west of the Great Lakes and north of the International Boundary. As the meeting has been called during Bonspiel Week it is expected that a very large number of men connected with the trade will be in attendance during the sessions.

Already a committee are at work arranging for subjects for discussion, speakers, entertainment, luncheon, etc., so that a particularly interesting programme is anticipated. A full announcement respecting the programme, speakers, sessions, etc., will appear in our February number. Any dealer desiring fuller information regarding the meeting is requested to drop a line to the secretary, Mr. William Winram, 901 Union Bank Building, Winnipeg, and any dealer who intends to be present is asked to send his acceptance of the invitation herein extended at the earliest possible moment. Remember the date, Tuesday, February 16th, and watch for the next issue of our publication containing announcement in full.

ASPINWALL < POTATO < MACHINERY <

Has stood the Test of Time

Machines with a Pedigree and the most perfect for the purpose in the world.



No. 3 Potato Planter.

Our Planter does not require **two** persons to operate it. No fingers cut or bruised in feeding. No change of pickers for different **distance** of **planting** or **size** of **seed.**

STOCK CARRIED IN WINNIPEG.

Write for 1909 Catalogue.

Aspinwall Mfg. Co.,

Canadian Factory: GUELPH, Ont., Can.

404 Sabin St., JACKSON, Michigan, U.S.A.

Calgary.

Mr. A. C. Rioux, expert at Calgary for the Massey-Harris Co., is spending a three months' holiday in Quebec.

Mr. W. J. Hunt, manager of the Massey-Harris, made a business trip to Edmonton early in January.

Mr. A. J. Irving, blockman for the Massey-Harris Co., at Lethbridge, is spending the winter in the Maritime provinces.

Mr. J. A. Stringer, formerly with the Massey-Harris Co., is now blockman for the International Harvester Co., with Lacombe as headquarters.

Mr. D. J. McIntyre, formerly collector for Ontario Wind Engine and Pump Co., has joined the staff of the Massey-Harris Co. as blockman for C.N.R. points east of Edmonton

Mr. Jas. Henning, inspector for the Massey-Harris Co., is spending a month in the east, visiting Minneapolis, Chicago, Hamilton and Toronto and Winnipeg.

The Massey-Harris Co. contemplate doubling their office capacity. This is necessitated by the largely increased business and a consequent growth of the staff.

Mr. R. B. Smith, general agent for Gray & Sons Co., Alberta, spent two weeks during the early part of January in Edmonton and other northern points.

Mr. S. H. Roe, manager of Tudhope, Anderson & Co., spent some time after the New Year visiting points in Southern Alberta.

Contractors' work is proceeding in full swing this season and a great deal of building, etc., has been continued without interruption.

James Rennie, traveller for Frost & Wood Co., spent Christmas holidays visiting friends in Regina, Sintaluta and other Saskatchewan centres.

Mr. W. E. Hall, general agent for the Frost & Wood Co., Ltd, was a recent business visitor to Edmonton, Wetaskiwin, Stettler and intervening points.

Mr. J. A Latimer, manager of the Cockshutt Plow Co., here, is making a flying business trip through British Columbia. While away he will visit coast cities also down the Okanagan Valley. He will be away about three weeks.

Mr. H. A. Dunn, manager of the John Deere Plow Co., made a flying trip early in January over the southern portion of the province east to Medicine Hat and from there went on to Winnipeg to visit the head office.

Mr. W. L. Palmer, of the Regina staff of the Frost & Wood Co., spent his Christmas holidays with friends in Calgary. Before going to Regina Mr. Palmer was a member of the Calgary staff of the same concern.

Mr. W. D. Graham is a late addition to the collections staff of the International Harvester Co. Last year Mr. Graham was a member of the firm of Graham & Tillington, local agents for the Massey-Harris Co. here.

Collections still continue good and will be so long as the grain continues to move. The congestion of the grain traffic is now being slightly relieved but there is still an unusual amount of grain to be shipped.

Mr. Geo. A. Field has joined the staff of the International Harvester Co as collector. Mr. Arthur Maltby formerly with the Mutual Life Insurance Co., has also join the International Harvester Co.'s staff as collector on the C.N.R.

Mr. Charles McKelvie, who for some time has been connected with the collection department of the International Harvester Co., here, has severed his connection with the firm to accept the position of accountant with the McPherson Fruit Co. of this city.

Another thing that is going to materially assist this province is the immigration policy which the Canadian Pacific Railway Co. is just putting in operation. They are going to spend a large amount of money in promoting immigration from the United States to Alberta in 1909.

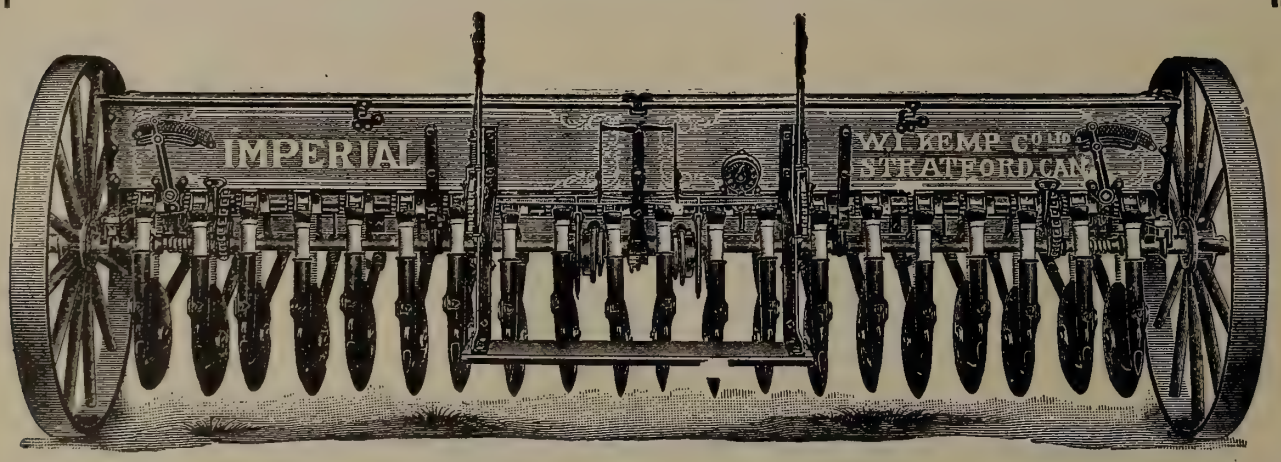
The Provincial Government is promoting the building of a large number of branch railways throughout the province. This will be an immense factor in the settling up of Alberta. As soon as definite information, re territory to be tapped etc., is available it will be given in this paper.

Mr. David Reid, who has had charge of Alberta work for the Ontario Wind Engine and Pump Co., is retiring from the machinery business in the West and is intending to remove to Washington state. We presume it would not be out of place to mention that Mrs. Reid presented him with a brand new bouncing baby boy two days befor Christmas. Congratulations Dave.

The sleigh trade for the year in Alberta, at least south of Wetaskiwin is NIL. This has been a remarkable open winter so far without snow, so that the sleigh trade has suffered in consequence. On the other hand as a result of the fine weather stock is in excellent shape as well as the stock on the ranges, the latter this winter re-

Imperial Horse-Lift Disc Drill

The Drill to Buy to Ensure Sales



IMPERIAL HORSE-LIFT DISC DRILL.

To get the drill trade of your district handle the Imperial Horse-Lift Disc Drill. Special Features: Horse-Lift, Foot Board instead of seat, Perfectly Chilled dust-proof Bearings, Adjustable Drag Bar, and a Sure Business Getter for the Dealer. Get our proposition to-day.

THE P & O SIGN—For 67 Years the World's Standard.

Parlin & Orendorff Canadian Plow Co.

Branches: Regina, Calgary. **WINNIPEG.**

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

WIND-UP ORDER GRANTED

Implements at your own price.

Separate tenders will be received by the undersigned, until January 25th, 1909, for the sale of the following described parcels of goods, or any part thereof, being the balance of the implement stock of the Estate of the Balfour Implement Company, Limited.

Terms of Sale—A certified check amounting to 10 per cent. of the tender must accompany each tender, balance to be paid in cash upon acceptance of tender. The highest or any tender not necessarily accepted.

All goods not disposed of by aforesaid tenders will be exposed for sale on February 17th, 1909, by public auction at the warehouse of the Imperial Implement Company, Salter and Sutherland Streets, Winnipeg.

These goods may be inspected and detailed information secured by application to the undersigned.

PARCEL 1

DOWAGIAC DRILLS

1 14 Shoe Drill
5 16 Shoe drills
1 12 Single Disc drill
2 14 Single Disc drills
1 14 Double Disc drill
2 16 Double Disc drills
4 14 Hoe drills
3 16 Hoe drills
4 20 Hoe Drills

PARCEL 2

J. I. CASE PLOW EXTRAS.

10 16 inch A. D. stubble bottoms
9 14 inch A. D. " "
2 12 inch A. D. " "
5 16 inch S. J. " "
2 16 inch A. S. " "
4 14 inch G. E. " "
12 14 inch Manitoba breaker bottoms
8 16 inch Triumph breaker bottoms
9 16 inch "Ajax" breaker bottoms
4 14 inch " " "
J. I. Case repairs
Dowagiac repairs
Sundry repairs

PARCEL 3

J. I. CASE WALKING PLOWS

3 16 inch A. S. (C.D.) Walking Plows
1 14 inch " " " "
4 18 inch " " "
2 16 inch " " "
1 96 Tooth Critic Lever Harrow
1 144 " " " "
14 Setts of 102 Tooth Boss Harrows

PARCEL 4

MISCELLANEOUS

17 Wheelbarrows
3 No. 1 Daisy Grinders
3 No. 2 " "
4 Pumps
2 Treadmills
1 Second hand horse power
1 Derrick

PARCEL 5

1 30 tooth (W. A. Wood) rake
1 36 tooth (W. A. Wood) rake
1 8 foot (W. A. Wood) binder
1 Sett disc harrows 14 x 16
1 Sett " " 14 x 18
2 16 inch brush breakers
1 14 inch A. S. stubble plow
2 20 x 6 Dowagiac shoe drills
1 16 x 6 Dowagiac double disc drill
1 20 x 6 " " " "

PARCEL 6

1 16 inch A. D. J. I Case Sulky
1 24 inch A. D. " Gang
1 24 inch S. G. " "
1 28 inch A. D. " "
1 18 inch Dowagiac Shoe Drill
2 Wagon seats
1 Set Bob sleighs

PARCEL 7

1 20 inch Double Disc Dowagiac drill
2 16 inch " " " "
2 14 inch Manitoba prairie breakers
2 16 inch Case prairie breakers
1 14 inch " " "
2 14 inch Comb. Plows Wilkinson
1 338½ A. N. stubble plow
2 336½ A. N. " "
2 334½ A. N. " "
1 16 inch Ajax breaker bottom
9 14 inch Manitoba breaker bottoms
8 16 inch Manitoba breaker bottoms
3 16 inch A. N. stubble bottoms
1 16 x 16 Case disc harrow No. 86
1 14 x 20 " " " No. 70
1 128 tooth (No. 137) Critic lever harrow with D. B.
1 144 tooth (No. 138) Critic lever harrow with D. B.
2 10 foot rakes W. A. Wood
2 4 horse tandem hitches
2 Sobey Eveners
3 3 horse Hawkeye
3 Draw bars for 102 tooth boss harrow
2 10 inch tip top boxes
1 8 inch Petrolia tip top box .

PARCEL 8

1 Pair shafts
2 12 inch A. D. J. I. Case gang plows
1 16 inch A. D. " sulky "
1 16 inch Ajax sulky plow
4 20 x 6 Dowagiac Double Disc drills
3 18 x 6 " " " "

J. A. ACHESON, Official Liquidator

617 Union Bank Building, **WINNIPEG, CANADA.**

Annual Meeting and Convention

OF THE

Manitoba Retail Implement Dealers' Association

will be held at

MANITOBA HALL,

293 PORTAGE AVENUE, WINNIPEG,

on

Tuesday, February 16th, 1909,

For full particulars of Sessions, Etc.. see February issue of Canadian Farm Implements.

Arrangements have been made for Luncheon, Good Programme and Special Speakers.

Every dealer in Western Canada is invited to be present and take part in the discussions.

An effort will be made to extend the scope of the organisation so as to include as members dealers from all parts of Western Canada.

Remember Bonspiel Special Railway Rates will be in force during Convention time.

Notify the Secretary if you will be present that he may complete arrangements with the caterer.

Full particulars will be sent dealers making application to the Secretary, William Winram, 901 Union Bank Building, Winnipeg, Man.

J. P. McKIBBIN, President. WILLIAM WINRAM, Secretary.

quiring absolutely no attention or shelter.

Mr. R. J. Mouds, of the International sales staff, left on a trip to his home in Ontario, recently.

Mr. M. F. McDonald, Okotoks, has been promoted to blockman for the International Harvester Co.,—working from Calgary east and south as far as Nanton.

Mr. A. J. Britton was recently appointed to a position with the Manitoba Windmill & Pump Co., of Brandon. He will act as their representative in southern Alberta and will have his headquarters at Calgary.

Mr. W. A. Jones, representative of the Manitoba Windmill & Pump Co., of Brandon, Man., was down spending the Christmas holidays with friends at Brandon, Portage la Prairie and other points in Manitoba.

Mr. E. M. McCammon, general agent of the J. I. Case Threshing Machine Co, together with Mrs. McCammon, left in December for a trip to eastern and southern points. While away Mr. McCammon will, of course, attend the annual meeting of the general agents of the J. I. Case Co., at Racine, Wis., after which he and Mrs. McCammon will spend a well earned holiday visiting friends in Ontario and Ohio.

The Frost & Wood Co. have appointed Mr. Wm. Jamieson as local agent at Calgary, where he will look after the local sales for the company. Mr. Jamieson is a well-known machine man, having represented the Deering Division at High River during 1908, and in 1907 being the local agent at Calgary for the Massey-Harris Co. Before coming to Sunny Alberta Mr. Jamieson was for a number of years in the implement business at Hanley, Sask. It might be mentioned that Mr. Jamieson is a brother of the newly elected mayor of Calgary—Mr. R. R. Jamieson.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co., here, spent a week in Edmonton early in the New Year. His principal business there was in starting out a new blockman for the Edmonton territory in the person of Mr. Alf. James, a well-known machine man. Mr. James has been with the International Harvester Co. for several years and is well acquainted with the territory. Mr. James succeeds Mr. J. F. Feurt who is taking a position with the Bellamy Co., of Edmonton.

Last January the International Harvester Co. of America, through their general agent at Calgary, Mr. J. A. Brookbank, offered as an incentive to their blockmen in Alberta a free trip to visit their works at Chicago, Milwaukee and Hamilton; the conditions being the largest increase in the volume of business done over 1907 on each respective block. Mr. C. M. McClenaghan, the blockman at the south, and who makes headquarters at Lethbridge, has been the lucky winner and is now enjoying the fruit of his labors on this much coveted trip.

M. J. C. Brown, who came to Lethbridge last January from Athelstane, Que., and started an agency and transfer business for Deering and McCormick machines, Emerson plows, John Deere Plows, Tudhope & Anderson Co. carriages, Nichols & Shepard thresher machines, etc., has sold out to Messrs. W. F. Bevers & Son, of Zumbrota, Minn., after having a very successful season. Messrs. Bevers & Son are thorough machine men having handled International goods and John Deere plows for the past 21 years. They will continue the transfer business at this point for the several companies as formerly.

The annual meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held at the Dominion Hotel, Calgary, on Saturday evening, January 2. Dinner was served at 6.30; after which the business was taken up. The reports of the different officers and Committees showed the Association to be in excellent working order and it was quite evident from the interest taken that the members were all active in developing the organization.

Mr. Hunt, the retiring president, reviewed all the work of the past year and outlined some of the work which would be necessary for 1909. The election of officers for the ensuing year resulted as follows: President, E. M. McCammon; 1st Vice-President, S. H. Roe; 2nd Vice-President, H. A. Dunn; Secretary, W. E. Hall; Treasurer, J. A. Latimer. Executive committee: W. G. Hunt, J. A. Brookbank, R. B. Smith, Fred Wright, O. S. Chapin, H. P. Norton. A pleasant little event took place during the evening when Mr Hunt, on behalf of the Association, presented the secretary, W. E. Hall with a purse of gold, expressing appreciation of his services during the past year.

As an evidence of the increase of grain growing in central and southern Alberta it might be mentioned that in December, 1907, 351 cars of grain passed through the Dominion Government Grain Inspector's hands, while in the month of December, 1908, 1,006 cars were inspected; of this amount 600 cars were wheat, the balance oats and barley. In this connection it might be mentioned that a strong agitation has been started in favor of obtaining grain storage facilities in Vancouver, in this way obtaining a much shorter haul and saving an immense amount of money for the farmers of Alberta. This movement is only in its infancy but it is growing rapidly and a great deal will be heard of it one of these days, in fact, the C.P.R. have already made arrangements for hauling Alberta grain to Vancouver for shipment to the Orient.

U. S. Wagon Prices Slated for Increase.

The National Wagon Manufacturers' Association, which represents the greater part of the farm wagon output of the United States, held its annual meeting in its conference rooms in Chicago, early in December, with a very large representation from all parts of the country.

The reports of the officers showed that the affairs of the organization were in a most satisfactory condition

Among the important matters receiving attention was the official Wagon Warranty, adopted jointly with the National Dealers' Federation and now in general use, but special attention was urged for it and manufacturers requested to see that all their trade be supplied with them.

The Material Bureau of the Association, whose province it is to look after the needs of its members, particularly as to woodstock and the standardization of material sizes, made a most interesting report. The question of abandoning the use of the bent wood front hound and the substitution of the square hound or bent steel hound was considered.

Exchange on remittances was a subject which received much attention, owing to the action of the banks during the past few years in making new rulings as to charges on remittances in other than par funds, which imposed upon the manufacturer and jobber who received such remittances expense that was large in the aggregate—a charge that justly belongs to the remitter to pay. The Association recommended that co-operation be given all other industrial associations in placing the matter before their customers and urging the payment of all bills in par funds.

Perhaps one of the most important matters receiving attention was the relation of investment and manufacturing costs to present profits. It was developed by the thorough discussion of this matter that notwithstanding the years of prosperity included in the last five, that profits in almost all manufactured lines, particularly those relating to either implements or vehicles, have steadily declined, this being particularly true of farm wagons, whose one main item of material, wagon woodstock, has advanced so rapidly as to overcome all fluctuations of iron, steel, or other materials, and has pushed costs upward, ahead of any advance in selling prices which has been made.

With the passing of abnormal demand for wagons and in returning to normal conditions, the increased overhead expense and other items which affect profit, have been mostly keenly realized, so that an immediate readjustment seems imperative.

Wagon manufacturing requires the employment of more capital in proportion to the volume of business done than any other line consumed by the farmer, and for several years the increasing cost of hardwoods has compelled a still further addition, so that present returns from profits are far from being satisfactory and the manufacturer has no alternative except to advance his price if he would continue to serve the trade satisfactorily.

It was the expressed opinion of those present that an advance of ten per cent. over present selling prices would have to be made not later than May 1st, 1909. The wagon manufacturers make no apology for presenting these conditions at this time, believing that many other lines of vehicles as well as implements will reveal a like condition if as thoroughly investigated, and they furthermore realize it extends to the retailing of vehicles and implements as well,—therefore urge at this time the necessity of a readjustment which will put these lines, that are consumed by a class which has received the greatest measure of real prosperity, on a par as to profits and standing with any other line of important merchandise.

The manufacturers also expressed appreciation of the efforts of the dealers' organizations in bringing home to their members the correct figuring of costs and profits and are in full and hearty sympathy with the work being done, which is only to claim a fair measure of reward for the services performed. The forward movement among manufacturers, jobbers, and dealers is now on, and can be made successful by sympathy and co-operation of all concerned,—now is the time. The Association appointed a committee to act with the National Conservation Commission at Washington, also have accepted membership in the Conservation League of America. The meeting was very successful, and adjourned to meet again at an early date.

A Catalogue of Value.

From 1884 to date the Aspinwall Mfg. Co., of Jackson, Mich., have been building potato machinery, and also issuing calendars dealing with same. The result is that they not only turn out a superior product in machinery, but likewise produce some splendid publicity literature. Their catalogue for the year of 1909 reached our desk a few days ago. In it is much valuable information concerning the Aspinwall potato cutters, planters, sprayers, sorters and diggers and dealers will find it worthy of study. Special chapters are devoted to information on spraying, while a number of formulas for destroying fungicides, insecticides, and other evils are also given. Dealers can secure a copy of this catalogue by writing to the office of this company at Jackson, Mich., or to the Canadian factory at Guelph, Ont. They will appreciate it if you mention our paper. We will too.

"Bob" McRae Wedded.

Since our last issue Mr. Robert McRae, of the staff of A. C. McRae, was united in marriage to Miss E. Abbott of this city. The happy pair went on a honeymoon trip to points in Eastern Canada. We wish Mr. and Mrs. McRae a long and happy life, and increasing prosperity with the coming years. But really, Bob, how could you, and without asking us.

Mr. Geo. Harold Married

At Brantford, Ont., on January 9th. Mr. George Harold, of the Cockshutt Plow Co., of this city was married to Miss G. Roberts. On the way West Mr. and Mrs. Harold visited many points in the United States. It is our sincere wish that our good friend George and his partner may live to enjoy many happy years together. May they always keep up to Dame Fortune and a lap or two ahead of her rival—Mis Fortune.

WE GUARANTEE

The NEW-SUPERIOR

To be the **most thoro and fastest cleaner** on the market as well as being strongly built. The Superior has patented sieves which are the simplest things made, but every one says it is the king of wild oat separators.

We have a few agencies still open and we want a good man at every point. Are you open to handle a money-maker? If so write us at once for our liberal proposition.

If in during Bonspiel call and see us.

The HARMER IMPLEMENT COMPANY,

142 Princess Street, WINNIPEG.

MR. DEALER,—**INCREASE YOUR PROFITS for 1909 by handling the**

Manitoba Line

The MANITOBA PUMPING and POWER WINDMILLS

are recognized as the standard for the West. Made in all sizes.

THE

MANITOBA GASOLINE ENGINES

combine **simplicity, durability** and **economy.** All sizes from 1 to 25 Horse Power.

Vertical, horizontal and portable Threshing Engines.

The Manitoba Line of

WOOD AND IRON PUMPS

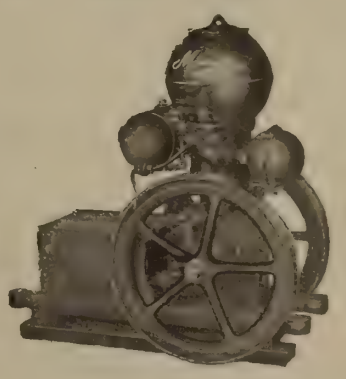
are known to every dealer in the West. More sold than all others.

We also manufacture

Grain Grinders, Steel Saw Frames, Wood and Steel Tanks, Water Basins, Brass and Iron Cylinders, etc.

All goods MADE IN BRANDON,

Low Freight Rates. Quick Delivery.



Write to-day for printed matter and exclusive agency contract.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, MAN. Box 301

Some Handsome Calendars.

As is usual at this season of the year we were the recipients of many handsome calendars, among which were several from the International Harvester Co. Especially attractive was that issued from the Deering Division of the company. The picture part of this hanger shows the bust of a very handsome Indian maiden, and if there were many young squaws of this type in this country in the early days one can readily understand how it comes that there are so many Scotch and French halfbreeds. The coloring is glorious in its brilliancy, while the drawing is one of which any artist has reason to feel proud. The next prettiest in our estimation, is that distributed in the name of the McCormick Division. It is done in imitation of an oil painting and depicts a young huntsman in the act of telling the "old, old story" to a beautiful maiden, who is seated on the banks of a lily pond on some old baronial estate. Our next choice falls on a picturesque country scene, which shows a little creek flowing by a good old-fashioned home, down towards the dam, the flood gates appearing in the distance. This calendar is issued in connection with the "Corn King" manure spreaders. The last illustrates a hay scene in the distance with a young fellow approaching towards a pretty girl, who is standing on the verandah with her glances wandering wistfully in his direction. The coloring is pleasing and will attract attention. All in all the International Harvester Co., are to be congratulated. We thank them for their kindness in remembering us.

Stick by the Old Design.

Deere & Co., of Moline, Ill., have found their calendar containing the bas-relief bust of the late John Deere to be so popular with members of the trade throughout the country that they have again adopted it for their 1909 hanger. The only difference noticeable on the new one is that the background is a somewhat lighter color than that used a year ago. Any of the branches of the company will be pleased to forward a copy to dealers making application for same. Take a tip and do it right away.

Make yourself a man. No one else can make a man of you.

One of the Finest.

Again we are indebted to the DeLaval Separator Co. for remembering us in the distribution of their annual supply of calendars. In past years this company have issued some of the very niftiest things in this line and their effort for 1909 does not detract any from their policy of the days gone by, and if anything it is a great improvement on many that have gone before. The DeLaval calendar for 1909 is reproduced by direct process from an original oil painting executed especially for the purpose, by C. Everett Johnson, the celebrated painter of scenes from country life. In this instance the artist has drawn a beautiful maiden, whom he has dressed in a delightful pink, endeavoring to make her way across the creek by means of the "old stepping stones." From the pasture adjoining a number of cows have come down to slake their thirst, and the lady appears somewhat diffident about trying to pass them. She has uplifted her parasol in protest against them, but from the complacency with which they regard her they are little worried by her righteous wrath. The color work is exceedingly well done, and makes a most pleasing picture to feast the gaze upon. Around the sides, at the top and bottom, and on the back there are numerous interesting remarks, cuts of machines, etc., and a calendar for 1910, which is indeed a very useful thing. Any dealer desiring a copy of this calendar is asked to address application to the office of the company at 14-16 Princess Street, Winnipeg.

Find Their Inspiration in the West.

"Sunrise in the Golden West," is the title appearing under the handsome picture that adorns the calendar of the Cockshutt Plow Co., for 1909. The scene is one of early morn on the boundless prairie. Far away on the horizon the sun is creeping up, bathing the whole land in many varied tints of red and gold. Well up in the foreground is a spanking four-horse team of good general purpose horses, hitched to a Cockshutt New Jewel gang plow, the driver of which is just getting ready to start on his day's toil. Just behind this outfit is one of the well-known Cockshutt drills, the horses for operating it just awaiting the word of the driver. Over in the distance a steam tractor is already at work ripping up the ground with a Cockshutt engine gang plowing outfit. All these articles combine to make good the company's slogan that "We plow the prairie"—"We seed the soil." A copy will be forwarded to any dealer making application for this new hanger.

Massey-Harris Catalogue for 1909 Issued.

Every Canadian is proud of the record of progress made by the Massey-Harris Co., and each and all are interested in the development of their fame which today literally girdles the globe. A short time ago they favored us with a copy of their latest catalogue, together with a copy of Massey-Harris Illustrated, their house organ. The catalogue is, in our opinion, one of the very neatest and most up to date that has ever come from the advertising and printing department of the company, the cover being especially attractive and appropriate. A fine quality of book paper has been used throughout so that the many halftones, etc., of different machines, and sectional parts of them, are brought out to the very best advantage. The printing is done in two colors, red and black, while a number of pages in the centre are devoted to scenes of this company's different implements at work on the Macdonald College Farm, St. Anne de Bellevue, Que. The Illustrated, Special Christmas issue, is also worth reading. We are sure any of our readers can secure copies by writing any of the various branches of this firm.

CANADIAN PACIFIC

Western Excursions

Single Fare

Plus $2 00 for the Round Trip

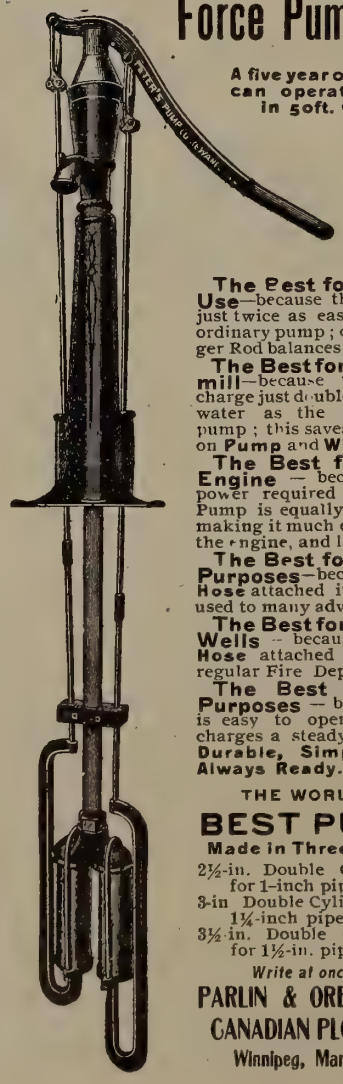
From all stations in Ontario, Port Arthur and west, Manitoba, Saskatchewan and Alberta to

Vancouver, Victoria and Westminster

Also to OKANAGAN VALLEY and KOOTENAY POINTS.

Tickets on sale January 21, 22, 23 and 24, 1909. Good to return within three months. Stop-overs

Peter's Double-Cylinder Force Pumps



A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S

BEST PUMP

Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinder for 1½-in. pipe.

Write at once to

PARLIN & ORENDORFF CANADIAN PLOW CO.

Winnipeg, Manitoba.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time

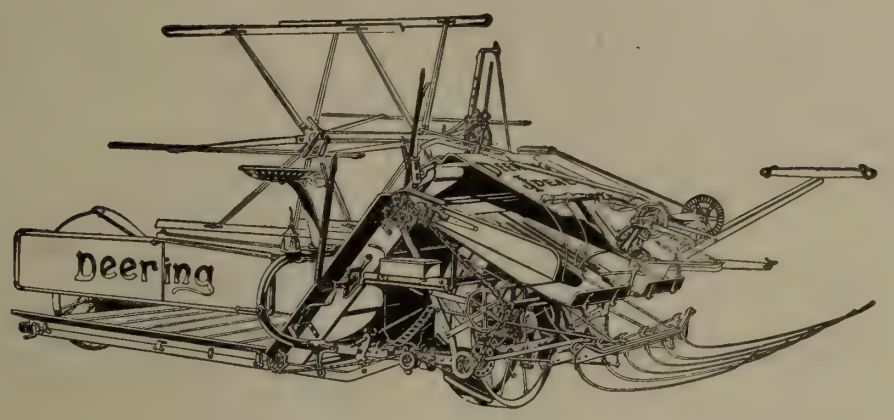
Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

AN ALL THE YEAR 'ROUND LINE

DEERING



The dealer who is fortunate enough to secure a Deering contract gets an all the year 'round line—seasonable goods for every month in the year. You know how much it means to handle lines which bring trade to your store throughout the year.

The dealer who secures a Deering contract finds himself in position to sell machines to every farmer in the territory.

First, there are the famous Deering harvesting machines, which have made it possible to harvest the immense wheat crops of Western Canada—the bread basket of the world. There are Deering binders, reapers, mowers, tedders, hay rakes, sweep rakes, side delivery rakes, hay loaders and hay stackers, also Derring binder twine.

Second, there are the well known Deering tillage implements and seeding machines. Deering single disk, double disk and shoe drills are especially constructed for Western Canadian trade—they are interchangeable. Any one of them can be changed into the other two by putting on either of the other two styles of markers. Then there are harrows—peg tooth, lever, smoothing and disk, also scufflers and cultivators.

Third, besides Deering harvesting machines, tillage implements and seeding machines, the Deering dealer secures the opportunity to handle the famous International lines—gasoline engines, cream separators, manure spreaders, hay presses, wagons and sleighs. These are all the year 'round goods, so you see the Deering dealer handles the line that will make business boom all the time.

If you are interested in this all the year 'round line, see the blockman in your locality for full particulars concerning terms and territory, or if you prefer write the nearest branch house.

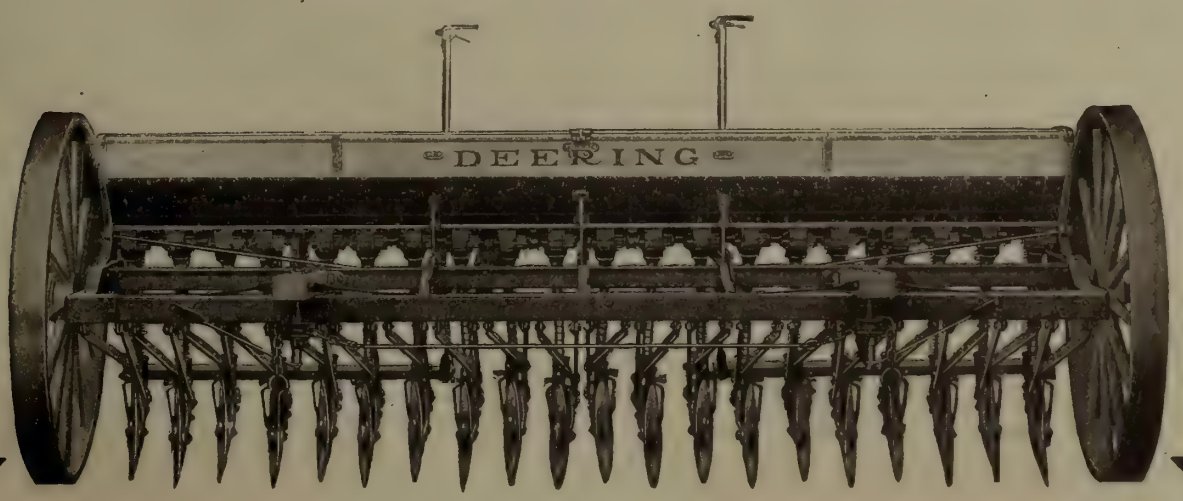
Western Canadian Branch Houses:

Brandon, Manitoba
Calgary, Alberta
Edmonton, Alberta
Regina, Saskatchewan
Saskatoon, Saskatchewan
Winnipeg, Manitoba

International Harvester Company of America

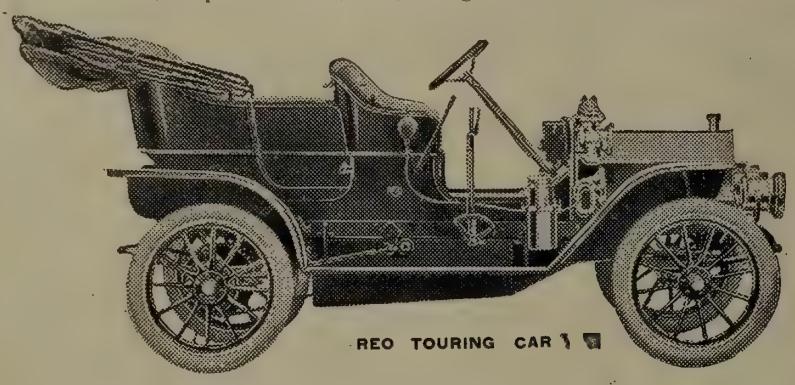
(INCORPORATED)

CHICAGO U.S.A.



The Big 4

OLDSMOBILE, Model D, 1909, 40 h.p. five passenger	**$3100.00**
CADILLAC, "Thirty" 1909, shaft drive, five passenger	**$2000.00**
REO, Model A, 1909, 22 h.p., five passenger	**$1400.00**
FORD, Model T, 1909, 20 h.p. shaft drive, five passenger	**$1100.00**



REO TOURING CAR

INTENDING PURCHASERS should place their orders at once, so as to insure **EARLY DELIVERY.**

CURLERS and **Bonspiel Visitors** are cordially invited to call and see the 1909 Models on exhibition at our showrooms.

Write for Catalogue and Full Detailed Particulars

JOSEPH MAW & CO., LIMITED,

WINNIPEG CANADA

TWO IN ONE

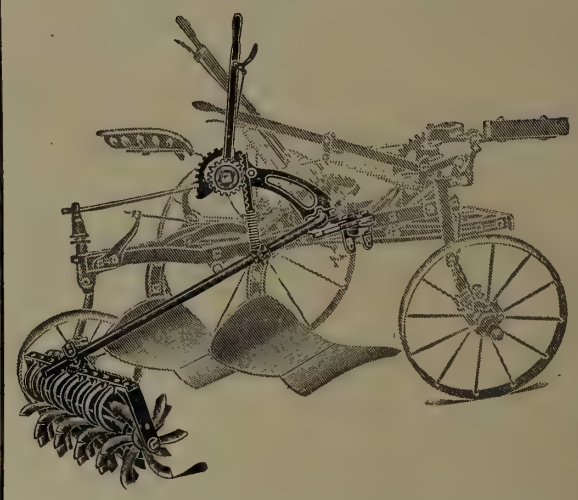
KRAMER'S

TWO IN ONE

Light Running

Rotary Harrow Attachment

FOR ALL WHEEL PLOWS



does such perfect work that it sells on sight. It levels, pulverizes and makes a mulch of the "moist soil" that is not possible after ground dries and "sets."

Draft only slightly heavier.

Our proposition to Dealers is a Cracker, — You better get it.

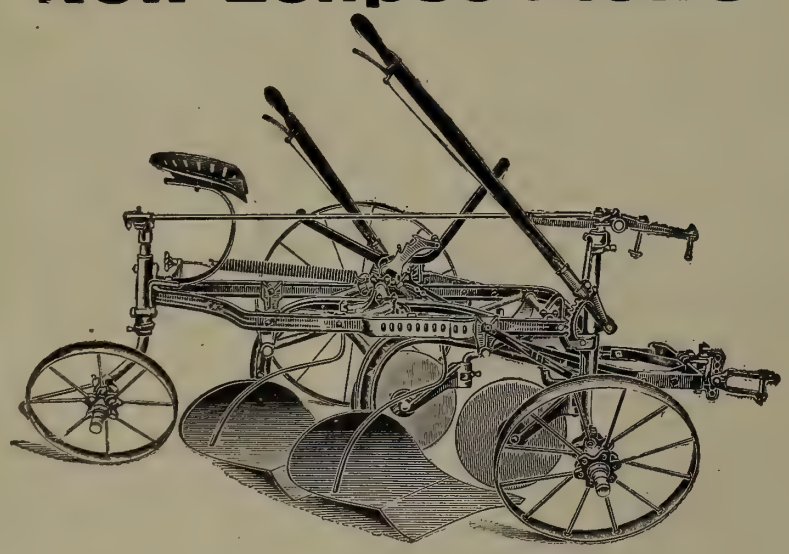
Stocks carried at Winnipeg, Regina, Calgary.
All orders filled promptly.

Write to-day for our Catalogue 26.

E. M. Kramer Co.

Paxton Ill., U.S.A.

New Eclipse Plows



You can point out to your customers a few more points of merit in the construction of the "New Eclipse."

The frame extension that supports the land axle is made of high carbon steel, firmly attached to the frame—land wheel is always in lines, consequently.

Notice the way the bottoms are built. Heavy frog, running well up the beam, strongly braced and bolted. Built to last.

Between the beams, in front, there is a heavy steel brace, giving strength and rigidness.

These points all help the sale. Further, we help you by liberal advertising in the farm papers. Get our 1909 prices.

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Manufacturing Co., Ltd.

General Agents WINNIPEG.

THE WHITEFORD JUSTICE MEASURE

Something the Thresherman, the Farmer, and the Dominion Government have been looking for since threshing began.

Why?

because there never had been any way or any thing on which to base the charge for threshing that would be fair to all parties concerned, and eligible to carry **The Dominion Government Stamp** and so make it legal and protect the thresherman. In the

Justice

we have it

It is an Automatic Measure.
It measures the grain regardless of Weight.
It cannot be changed or monkeyed with.
It tallies every ½ bushel.
We fit it to any make of bagger in use.
We also make complete baggers, high Dakota style.
Every thresherman that sees it wants one.

We want agents in every town in Canada. Our proposition is a good one. Write at once and secure the Agency for your District. Every Machine is stamped and guaranteed. Address all letters to

THE VIRDEN MFG. CO., Limited

Virden, Man.

CANADIAN FARM IMPLEMENTS

VOL. IX, No. 2. WINNIPEG, MAN., FEBRUARY, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,180,000 REST - $1,700,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS MCDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

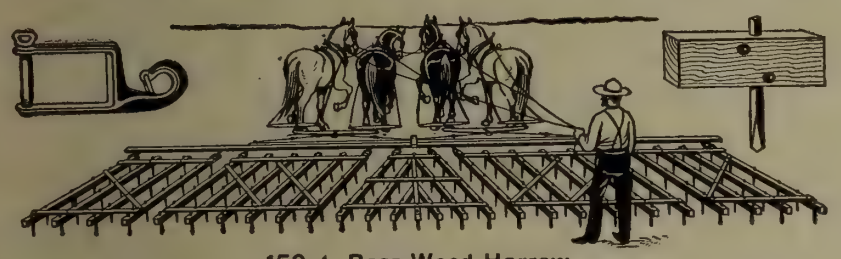
Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Watson's Boss Wood Harrows



150-t. Boss Wood Harrow.

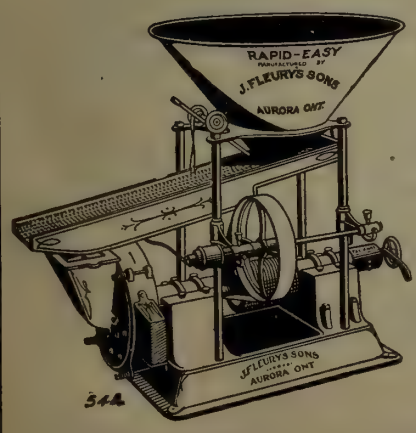
We can also supply you with
Straw Cutters, Grain Grinders and Crushers,
Horse Powers, Bevel Jacks, Pole and Wood Saws,
Wheel Barrows, Whiffletrees, Sleighs.
Channel Steel Harrows and Pulverizers.
WRITE US AT ONCE FOR PRICES AND TERMS.

Tooth Bars of Seasoned Oak
Draw Links, Draw Chains, etc., are of steel
Dagger shaped teeth, with cutting edge directly in line with draft. A rivet at each side of every tooth.
Malleable, perfect lock under draw clevis.

These are some of the reasons why you should sell Watson's Harrows.

OUR PRICES ARE RIGHT.

John Watson Mfg. Co. LIMITED. Winnipeg.



Less Power AND More Work

With "Rapid-Easy" Grinders than with others. Thousands in use in **all provinces,** with **powers of all sorts**—Windmill, Tread, Steam and Gas Engines. A "Rapid-Easy" will give you **pleasure** and **profit.** No other **"just as good."** Only **one best**—the "Rapid-Easy." **All sizes. Sold everywhere.** Tell us what **power** you have and ask for any information.

This cut shows **one** style and **only one size.**

JOHN DEERE PLOW CO. Ltd., Western Agents
WINNIPEG REGINA CALGARY EDMONTON
J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators
"Florence" Wood Pumps "Ideal" Iron Pumps
"Ideal" Gasoline Engines

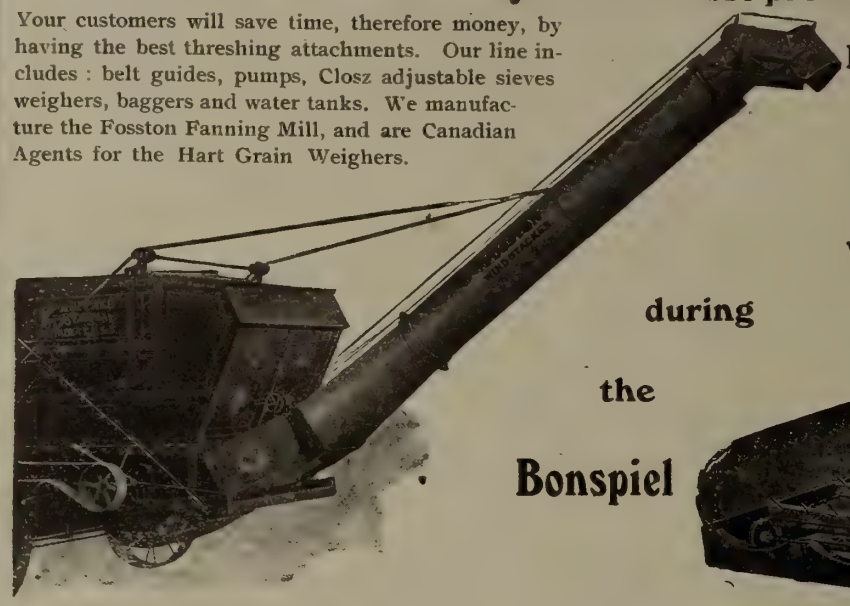
Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.
312 Ross Ave., WINNIPEG. CALGARY.

OUR LINES GIVE PERFECT SATISFACTION TO USERS

For that reason they are the most profitable and best for the dealer to handle

Your customers will save time, therefore money, by having the best threshing attachments. Our line includes : belt guides, pumps, Closz adjustable sieves weighers, baggers and water tanks. We manufacture the Fosston Fanning Mill, and are Canadian Agents for the Hart Grain Weighers.



Be sure and call on us if in Winnipeg during the Bonspiel

Monarch Self-Feeders

Our Improved Fosston Wind Stackers are much lighter in weight than heretofore.

We buy and sell second hand outfits, and have a number of rebuilt rigs in first-class order now ready for delivery.

Several Special Values.

Write for Prices and Terms.

We have a stock of feeders which we guarantee right.

To close them out we will make you a Special Price.

H. T. HELGESON, 772-774 Dufferin Avenue, WINNIPEG

We're in the Drill Business, Too !

As a progressive dealer you, of course, are desirous of handling a line of drills that will enable you to get the drill business and hold it. Such a line of drills is the McCormick. These drills are made in three styles: single disk, double disk and shoe, each style being made in four sizes: 14, 16, 20 and 22 markers. Any one of the three styles can be changed to either of the other two styles by putting on either of the other two styles of markers. This is a very important feature, because it enable the owner of the McCormick to provide himself with a drill adapted to all conditions of ground—hard and dry, trashy, muddy or well prepared. If you want to handle a money-making line of drills secure a contract for handling the McCormick.

In addition to grain drills, the McCormick line includes cultivators, smoothing and disk harrows and scufflers, If you handle the McCormick line you will also have a full line of harvesting machines, including binders, mowers, tedders, sweep rakes, side delivery rakes, hay loaders, hay stackers and binder twine. Also gasoline engines, cream separators, hay presses, wagons, sleighs and manure spreaders.

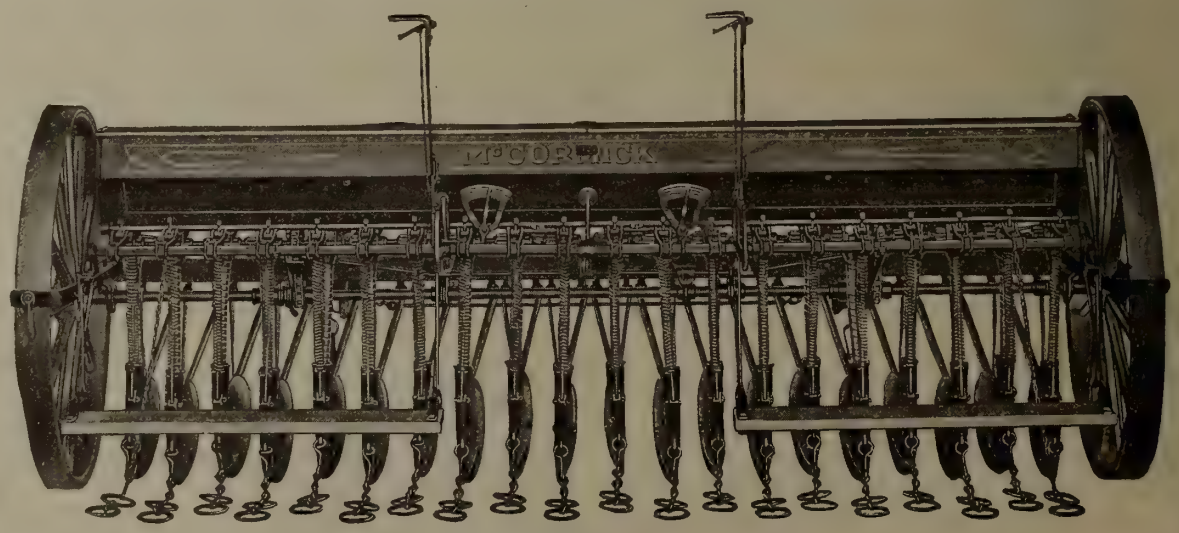
Write the nearest branch house or see the blockman in your locality for full particulars relative to terms and territory

Western Canadian Branch Houses :

BRANDON, Man.
CALGARY, Alta.
EDMONTON, Alta.
REGINA, Sask.
SASKATOON, Sask.
WINNIPEG, Man.

International Harvester Company of America
(Incorporated)

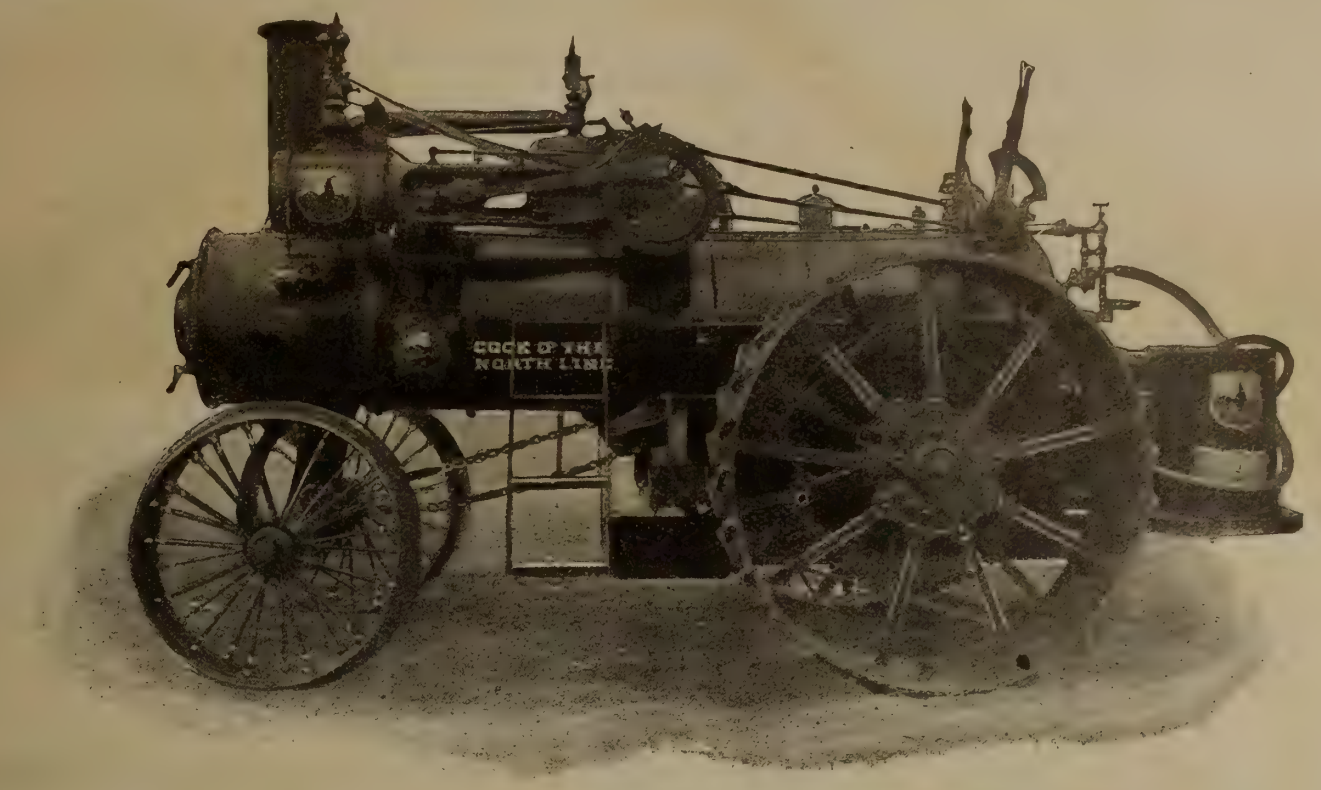
Chicago U.S.A.



McCORMICK SINGLE DISK DRILL
McCormick Drills are made in three styles single disk, double disk and shoe.

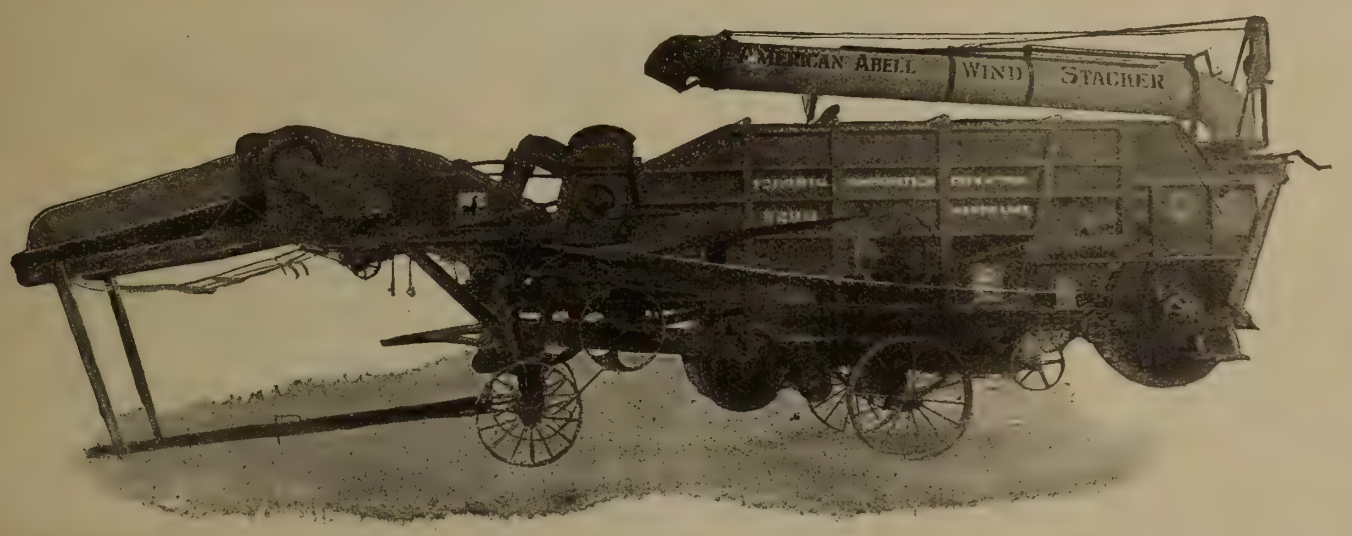
WHEN AT THE WINNIPEG BONSPIEL

We invite you to call and see us at our offices and showrooms, corner of Dufferin Avenue and Sinclair Street, opposite Exhibition entrance. We have a proposition that will ensure you the threshing machinery business of your district and make you money.



26 H.P. American-Abell Traction Engine

American-Abell Engines excel in simplicity, durability and ease of operation. Economical on water and fuel. Because the best for the farmer to use, the most profitable and easiest for the dealer to sell.



American-Abell Separator

Complete with the American-Abell Wind Stacker, Band Cutter and Self-Feeder.

American-Abell Separators are of the latest and most approved design and embody many exclusive grain saving features. Let us send you full information.

As we are the Canadian Representatives for Advance Thresher Co., Battle Creek, Mich., and Minneapolis Threshing Machine Co., Hopkins, Minn. our contracts give the exclusive sale of three distinct lines.

AMERICAN-ABELL ENGINE AND THRESHER CO., Ltd. WINNIPEG,

Distributing Warehouses: Regina Calgary Edmonton

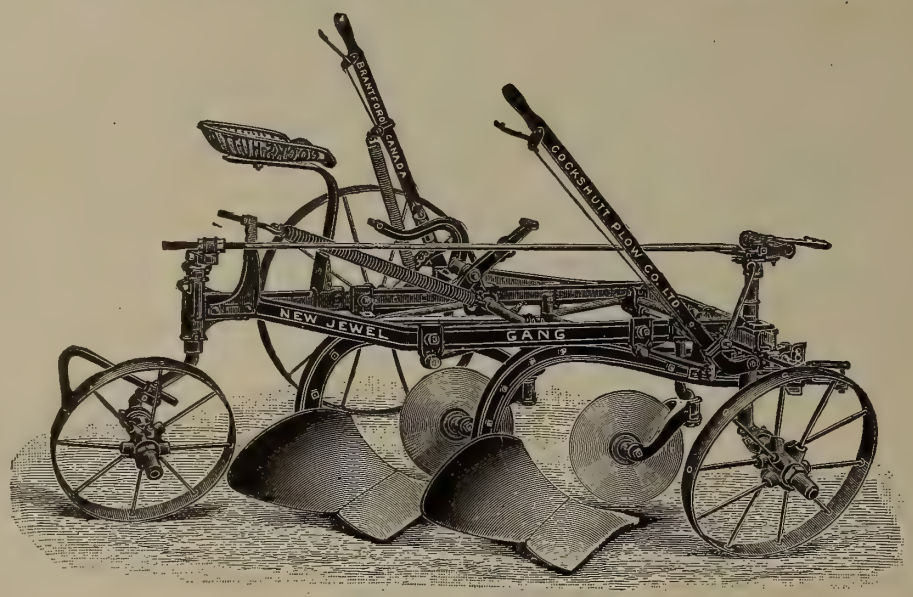
COCKSHUTT PLOW CO., LTD.

Extends to the implement dealers of Western Canada a very cordial invitation to make their headquarters, during Bonspiel, at the Company's Offices and Showrooms, corner of Princess Street and Alexander Avenue.

We will be glad to have every dealer meet his friends and customers here, and to have his correspondence addressed in our care.

On our showroom floors we shall have the finest display of implements and vehicles ever offered the Western trade. Call and see it. IT WILL INTEREST YOU.

COCKSHUTT NEW JEWEL GANG

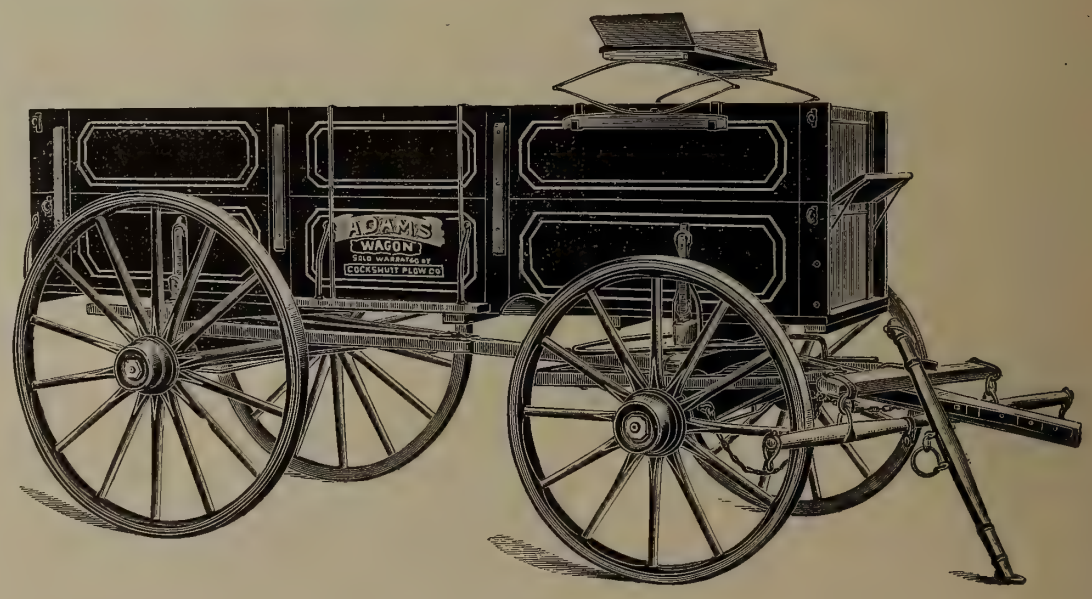


NEW JEWEL GANG

Embodies the very latest and most up-to-date ideas in modern plow building. It is the pride of the makers and the envy of all other manufacturers. Because it excels in every point of importance to the Western farmer, it is the most profitable plow for the Western dealer. The New Jewel is also made in sulky style.

ADAMS' FARM WAGONS

Are recognised as "the wagons of quality." The Adams' reputation has been built on forty-five years of actual wagon building. The name stands for only the very best material in construction and the employment of skilled workmen, which ensures a light running wagon of attractive style, splendid finish, and great durability.



ADAMS' STANDARD WAGON.

Let us interest you in the winning line.

COCKSHUTT PLOW CO., Ltd., Winnipeg

REGINA CALGARY EDMONTON

THE COCKSHUTT ENGINE GANG

The Engine Gang that made traction plowing a success.

Don't try a costly experiment.

Each of the plows moves independently, either in its automatic adjustment to unevenness in the land or when controlled by its lever.

An obstruction is cleared by raising one plow only.

Number of plows used can be changed at a moment's notice.

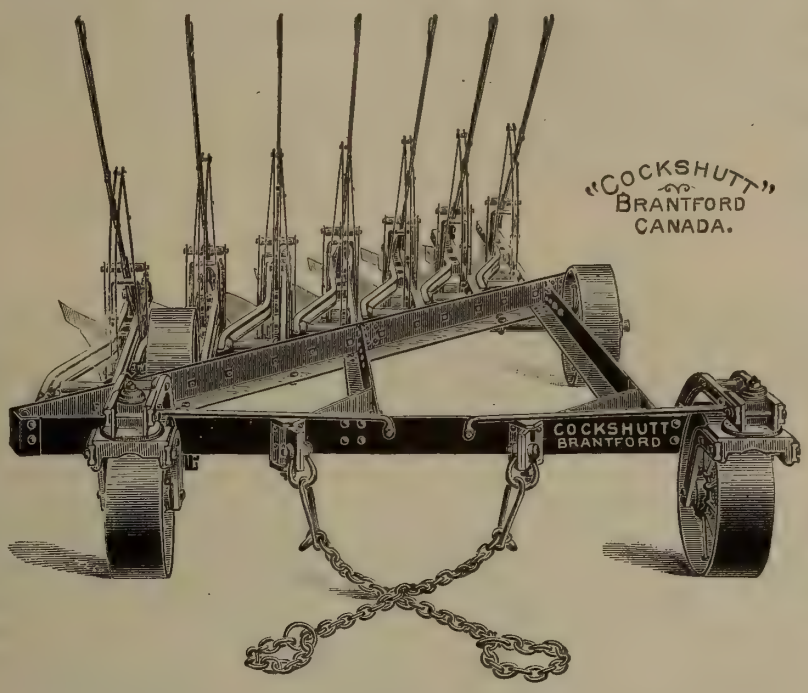
Plowing can be finished straight at the ends.

There is no trouble in turning or in getting into the furrow.

Each plow can be adjusted according to the packing of the ground by the engine wheel, which often ends in the middle of a pair. This feature is very important.

Gauge wheels are large and strong and furnished with steel compression grease cups. Gauge wheels are close to the points of the shares and protect the plows from stones and other obstructions.

Standards and shares are built strong enough to withstand the striking of immovable stones hidden in the ground. On striking same the plows raise up and glance over.



Handle what you KNOW is successful

The plows have the weight necessary to stay with the hardest ground.

There are no arched beams to keep one running to the blacksmith shop.

Shares do not wing down. The furrows are of uniform depth and width.

If an inside plow gets damaged it is easily unbolted and replaced with an extra one or with a plow from the end.

It is operated by one man only.

It can be readily attached to any make of plowing-engine.

By detaching a few plows it can, without losing any efficiency, be adapted to engines of smaller capacity.

Above all it has the strength necessary for heavy work. The angle-steel frame, extra heavy double steel beams, strong standards, and heavy shares, stand the shocks and strains of engine plowing without injury.

Cockshutt Engine Gang with frame on wheels—6-7- or 8-Furrow Size.
Made also in 10-furrow and 12-furrow sizes.
(Wood platform detached to show construction of angle steel frame)

"WONDER" GRAIN CLEANERS

Will separate wild oats from wheat perfectly and do it with vastly less waste than other makes.

Latest and Best.
All Zinc Sieves.

The "Wonder" has all older mills beaten in quality of work done, **particularly in cleaning wild oats from wheat,** also in strength of construction, ease of turning, **capacity and durability.**

Oscillating Feed—works up and down, and backwards and forwards, assuring even distribution of grain over sieves. Feed regulated by set screw. No grain allowed to fall on sieves except when mill is running.

Lower Shoe—can be adjusted up or down or to a long or short stroke, to suit all conditions of grain year in and year out. Notice the notches for the legs of the lower shoe, by which the screen can be adjusted to any desired incline.

Adjustable Upper and Lower Shoes.

Sieves used in the **"Wonder"** are of zinc throughout. The mill is equipped for wheat, oats, barley and flax. The lower shoe never clogs, and the mesh keeps its true position, as it is zinc.

Sizes :—The mill is made in two sizes: Bottom screens 32 inches wide by 36 inches long; and 24 inches wide by 36 inches long. We recommend purchasing the large size as its capacity is much greater and it is easy to operate.

Construction : Thoroughly bolted and and rodded together. No chance of shaking to pieces. Well painted and striped.

No Clogging :—The lower screen is prevented from clogging because it is zinc, and also by the **'kick' motion of the shake.** These are features belonging to the "Wonder" only. Wire sieves with scrapers are soon rubbed out of shape, letting good wheat through with the screenings. Scrapers also pull the good wheat through the sieve, thus making them enormously extravagant in waste.

DEALERS desirous of handling the very latest and best in the grain cleaner world should write for particulars regarding the **"Wonder."**

Catalogues and Information on Request.

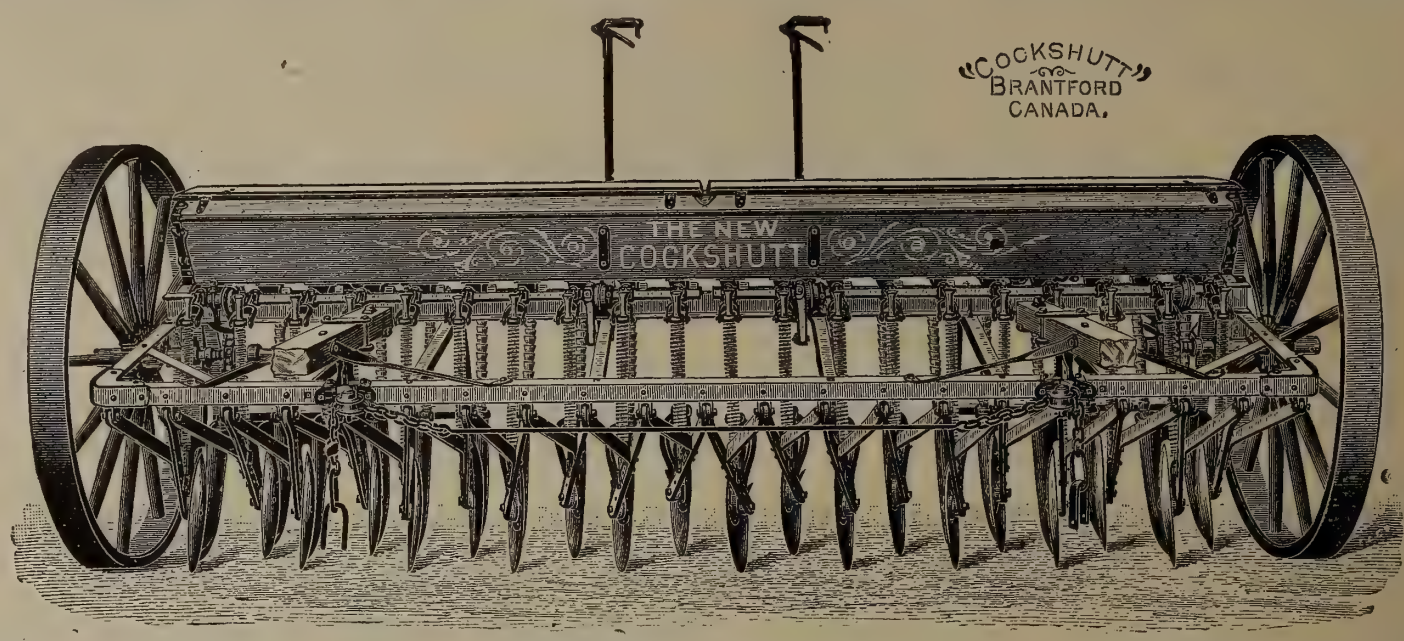
COCKSHUTT PLOW CO., LIMITED

Winnipeg **Regina** **Calgary** **Edmonton**

IN THE "NEW COCKSHUTT"

THE FRAME CARRIES THE GRAIN BOX

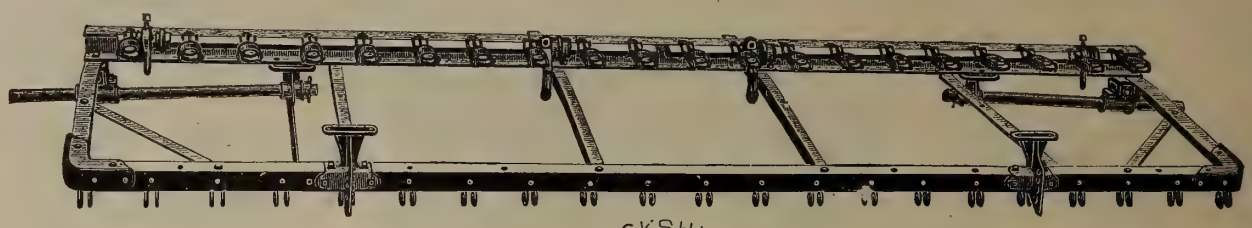
(THE GRAIN BOX IS NOT CALLED UPON TO HOLD UP THE DRILL)



Our many years' experience with continuous axles (drills held up in the centre by the grain box) taught us that a thoroughly light draft, true running machine could only be made with the frame carrying the weight. Long grain boxes (18, 20 and 22 shoe machines), even when well trussed, will sag in the centre and bear heavily on the turning continuous axle. At every revolution of the axle the weight of the box and its contents has to be lifted by the axle in order to allow it to turn. This adds enormously to the draft

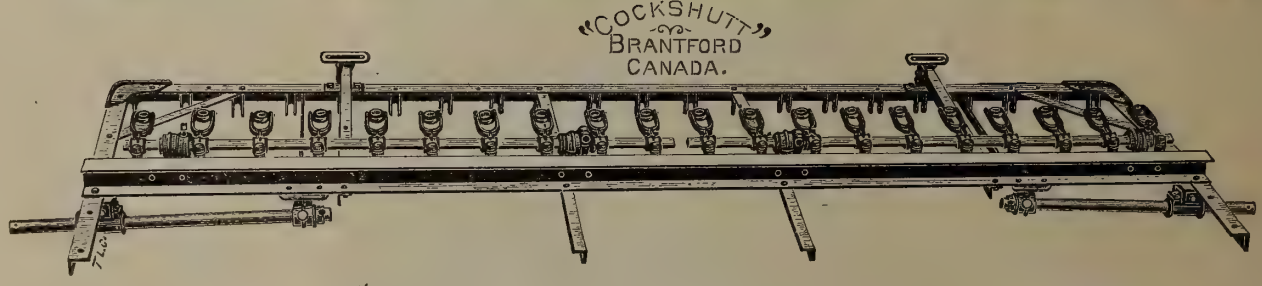
By our new method of construction the weight is carried by the heavy I beam, and we are enabled to use short axles and chain drive, which have made our drill the envy of all competitors owing to its lightness of draft and its constant true position of the working parts.

Heavy I Beam carries the weight.



All castings strong and riveted to frame. (No bolts to shake loose.)

Frame strong and rigid.



Short axles (pivoted bearings) make the "New Cockshutt" the lightest draft machine ever built.

Frame used on all "New Cockshutt" Drills—Single Disc, Double Disc or Drag Shoe.

FRAME The Frame is of the drop pattern, made of high carbon angle steel. The corners are reinforced by malleable corners and steel corner braces. A heavy I Beam runs the entire width of the machine. Castings of great strength that carry the pressure bar and axle are riveted to this beam. (No bolts to shake loose.) Two centre cross angles are riveted to front angle and I Beam; braces connect these two angles to box and centre box braces, under which pass two truss rods, thus bracing the frame well in the centre and adding greatly to its strength. The frame is all riveted together—users on rough ground will appreciate the above construction with no bolts to shake loose. The frame will always be rigid and true—keeping all working parts in proper alignment—insuring true running and a solid foundation.

AXLES Axles are made of cold rolled steel shafting, perfectly uniform in size and of greater strength than the ordinary rough steel shafting. By the use of cold rolled shafting our axle bearings are better fitted and wear longer. Our end axle bearings are pivoted to frame—this feature prevents the biting of the axle. We use short axles which are set at the correct angle to give the proper pitch and gather to the wheels—this feature is essential to a light draft machine and cannot be obtained by a coutinuous axle. By the use of short axles and self-aligning axle bearing, we have the lightest draft machine ever made.

WHEELS Wheels are large and strong with extra long bearings which prevent wheels from wobbling. They are 48 inch diameter, 4 inch tire for 18, 20 and 22 Shoe Machines, and 3 inch tire for 14 and 16 Shoe Machines.

SHOES The "New Cockshutt" is sold with **Single Disc, Double Disc,** or **Drag Shoes,** (strictly interchangeable). They are set 6 in. apart, with 6 in. stagger on Double Discs and 7 inch stagger on Single Discs. This latter feature makes the Cockshutt Drill unequalled for seeding wet and sticky land. Also in new land it permits the sods to pass through without bunching in front.

Our Double Disc and Single Disc furrow openers, grain boots, scrapers, bearings, etc., are well known as the most durable and efficient ever manufactured. See detailed description in our new drill catalogue.

Select Cockshutt Drills and devote yourself to their sale and an unprecedentedly successful drill trade will be your reward.

Cockshutt Plow Co., Ltd., Winnipeg

REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 2 | WINNIPEG, MAN., FEBRUARY, 1909. | SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

THE ROARIN' GAME.

Bonspiel once more is here, lads,
Old winter is flying past ;
The snow lies thick on hill and creek
And we pray that the frost may last.
For what is fame to the roarin' game
When the stones we're hurling fast?

Then drop all cares of business,
And take the handles down ;
Take up the broom and hurry off
To the good old Bonspiel town.
For who'd take a throne for a curling stone,
Or barter it for a monarch's crown?

The days are bright and frosty,
The ice holds fast and fine,
So we'll toss the stones and play the game,
And refresh us on good wine,
And we'll raise a shout e'er the day be out
For the good old winter time.

When the games are o'er and done with,
And the 'Spiel is at its close ;
We'll take our stones and make for home
Across the prairie snows.
Tho' the plains be bare we'll forget our care,
And remember not our foes.

Eliminate Canvassers and Reduce Cost of Getting Business for both Dealers and Manufacturers.

By an Implement Dealer.

After having been connected with the implement business for upwards of seventeen years I am free to confess that the system under which business is secured appears to me to be entirely wrong. In making this statement I have direct reference to the system of country canvassing. Having given the matter considerable consideration I have come to the conclusion that if all the implement companies and all the dealers and agents would adopt, as a fixed policy, the entire elimination of canvassing that a tremendous saving would be effected to the trade at large.

If the dealer considers the question at all he will admit that from the standpoint of his own interests it would pay him to do away with the canvasser. He would save at least $1,000 per year. You ask how? Providing he has a man steadily employed at road work he must pay him at a minimum of $780 for the year. In addition to this there is the cost of a team, rig, etc., of $180 for the twelve months, and surely the interest on the money invested in a stable is worth at least $40 per annum. Here we have the total amount of $1,000, and nothing has been allowed for incidentals, etc., that are always bound to crop up.

From my own experience I am convinced that dealers would just be that much money ahead each year if they eliminated the canvasser entirely. I do not believe that the dealer gets perceptibly more business by canvassing than would otherwise come to him, and I feel that in employing a canvasser a dealer is paying too much for the volume of business he secures, which, naturally, reduces his own profits.

Now, how would the doing away with the canvasser affect the large wholesale companies? It would mean an immense saving to them every year. Presuming that such a concern follows the policy of sending out a salesman to help the dealer each year, what is the cost per dealer? In the first place the salesman stays with the agent on an average of three weeks each season. His services costs the company $3.00 per day, with an additional $2.00 for his expenses, making a total of $5.00 per day. Now, he is out, on an average, twenty-one days with the agent, during which time his salary and expenses aggregate $105. Mind you, this amount is for one dealer alone. Most of the concerns represented by canvassers have anywhere from one hundred to five hundred representatives throughout the West, so that their annual expense in connection with the canvassing system will vary anywhere from $10,500 to $52,500. You can plainly see, Mr. Editor, that if the canvassing was done away with what an immense amount of money would be saved to the different wholesale houses following the system.

Further I firmly believe that if this practice was not followed that the big concerns handling farmers' paper would get a very much reduced percentage of worthless notes. If a canvasser has driven nearly all day without success is it not likely that he will accept almost any business that is offered so that his day's labor will not go unrewarded, and in order to make a showing to his house? If the system were changed from the agent approaching the farmer to that of the farmer coming to the agent less undesirable paper would be secured. It may have been necessary, once upon a time, for the agent or dealer to live in the fields with the farmer, but if such conditions ever existed they are long since past being required.

Why can not the implement business be run on the same basis as any other business? If it were, I am positive that the same trade would result to every dealer while his bank account would present a much healthier appearance at the end of each year than it does under the methods that are in vogue today. So long as the present conditions exist so long will the companies continue to get a percentage of worthless paper, and the dealer or agent be spending a fair yearly income from which he gets no benefit. If the aggressive road canvassing was done away with the volume of safe business would remain the same while the dealers' and agents' profits would be very materially increased.

The Liveryman not a Dealer.

Again the matter of irregular selling comes before us. This time it appears that a representative of a certain maker of carriages visited a western town in order to secure an agent. In this he was unsuccessful,—the dealers there stated that they had already contracted for a carriage line for the ensuing year. Somewhat disgruntled, this traveller went directly across the road and succeeded in inducing a liveryman to place an order with him for two jobs, giving the liveryman the regular wholesale price.

The report indicated that the transaction was made by the traveller through spite, and from a desire to hurt the dealer, if that were possible. It is our opinion that he made a mistake which will cost him dearly in the end, and which will not enhance his reputation among the members of the legitimate trade. The liveryman is not a dealer and not entitled to the wholesale price. When he makes a purchase of buggies, he does so for the purpose of using them and not with a view to stocking them in a warehouse and selling them new. He does not carry a stock of unused vehicles for sale to users and, therefore, should not be classed as a dealer. He is a consumer, he buys to use, and if the opportunity offers to make a sale. The selling of a job now and then from the stock that he keeps for hire does not, and should not, entitle him to be recognized by the manufacturer, the jobber or their representatives as a dealer.

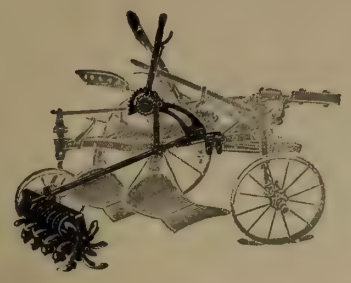
It has been contended by some manufacturers and salesmen that liverymen should be entitled to wholesale prices because they buy so many vehicles. This argument appears wrong in our eyes. The liveryman's trade belongs to the local dealer. When the manufacturer sells to a liveryman, he deliberately succeeds in cutting the dealer out of a certain amount of business. When the wholesale factor sells the liveryman one or more jobs at wholesale prices he violates trade ethics just as surely as he does when he sells directly to the average consumer. In selling to this class the manufacturer or the jobber not only deprives the dealer of the liveryman's business, which is rightly his, but he places the buyer in a position to go after business from the farmers of the community whose trade would otherwise go to the regular implement or vehicle man. The liveryman will not stop at the matter of profitable prices, but in order to sell will cut just as close as he possibly can. Orders are thus secured by reducing prices below the level of profit the dealer finds must be maintained in order to make his business a success.

The liveryman's business is to hire out horses and vehicles; he sells buggies only as a side line; he makes his living and profit from his regular business, and picks up what little extra money he can by selling jobs at prices not compatible with a respectable profit. Every sale he makes he considers "easy money." He does not make any pretence of securing the regular dealer's profit and makes no bones about it.

It is true that the liveryman may be entitled to some trade concession from the dealer, as he is usually a large purchaser of jobs during the year. But that is a matter that should not come within the jurisdiction of the manufacturer or the jobber;—it is purely the business of the retail dealer. He can, and as a rule will, allow all the discount that his profit will stand. On the other hand, if the liveryman's rates of hire through the West constitute a criterion, it is our opinion that they should pay the highest retail prices for every job they buy. In a large number of cases the price demanded for the hire of vehicles is far higher than the value of the services rendered is worth, or the liveryman's investment warrants. We believe that the manufacturer and jobber should protect the retail dealer by refusing to sell to the liveryman. While his business for a season may not show a a large volume from a particular district in which he is not thoroughly represented it will show a corresponding increase through districts where he has a strong force of agents when it is known that he protects the legitimate trade.

Another Useful Hanger.

From the Parlin & Orendorff Canadian Plow Co. came a copy of their calendar hanger for 1909. This is similar to the one they distributed last year, except that the illustrations appearing on the upper portion of it are all of implements made by the company for use in Western Canada. We are sure that a card addressed to them here will bring you one. Remember to mention us when writing.



THE FIRST AND BEST

Over 30,000 Sold

3 Years in Use

The Kramer Light Running Rotary Harrow Attachment, for all plows, is so popular that it has become one of the Standard Farm Implements all over the country, where the farmers are utilizing modern and up-to-date machinery of all kinds.

Our Attachment was so New, Original and Novel that the Canadian and U. S. Patent Offices have already granted and allowed a number of Strong Basic Claims on our applications for Patent. The allowed and pending claims cover fully the matchless features of our several models in the plow attachment line.

When you can harrow and plow at the same time, with the same team, and with the same expense, as illustrated, is it any wonder that the Kramer Attachment is one of the most popular implements now on the Canadian or U. S. markets?

The mechanical construction of our blade and disk reduces the draft to the minimum. The points of the blades cleave and penetrate the hard ground first, and gradually the entire cutting surface is utilized, chopping the ground all to pieces.

Blades are firmly hand riveted, and will not wear loose. In case of accidental breakage they can be replaced in a moment by anyone without having to supply the entire disk.

Our attachment saves the labor of harrowing.

Puts the ground in better condition.

Locks in the moisture for the plant.

Last, but not least, our implement is handled by the leading jobbers; sold by the best dealers; used by the best farmers, and recommended by the Dominion and U. S. Departments of Agriculture.

TUDHOPE, ANDERSON & CO., Regina and Calgary, represent us in Saskatchewan and Alberta Provinces.

C. W. DAVISON, Winnipeg, will book Manitoba orders.

Send to nearest point for samples at once. Don't worry about the prices and terms. They are right and will suit you.

THE KRAMER CO.

Paxton, Ill., U. S. A.

KRAMER HARROW TRADE MARK

United States Consul's View of Western Trade.

According to a letter recently sent by Consul-General Jones, of Winnipeg, to the United States Department of Trade and Commerce, Western Canada offers immense possibilities for manufacturers from across the line. His report is worthy of careful thought on the part of our Canadian makers, many of whom have yet failed to grasp the fact that the West offers magnificent results in the way of trade if business is actively and energetically gone after. His letter says:

"American manufacturers have been slow to realize the importance of the market Western Canada affords for their products. There is perhaps no market in the world today that offers such quick returns and enormous possibilities as Western Canada. With a quarter of a million Americans domiciled in the Provinces of Manitoba, Saskatchewan, and Alberta, American-made goods have a decided advantage over the products of other countries.

"Unlike any other foreign market, no specially prepared product is necessary to interest the people. They are familiar with American-made goods and their preference is for them, but the market must be nursed, and the time was never more propitious than now. The German manufacturer is finding opportunities and his wares are being found in all the shops. With his cheaper labor he finds it possible to pay not only the duty, but a surtax, and still compete with American-made goods.

"The needs of Western Canada are increasing each year. This, of course is dependent upon the large influx of immigrants. There is hardly a line manufactured in the United States that would not find a market in Western Canada. This is especially so in labor-saving machinery, for the labor supply of Western Canada is entirely inadequate. The fertility of the soil ensures large crops, and it is often a difficult matter for the farmers to obtain sufficient help to garner them. It is not so much a question of price as it is a question of practicability; if the farmer can be shown a machine that will do the work of several men, he will invest.

"Of almost equal importance are the necessities of life in the shape of foodstuffs and clothing. Compared with the United States, Canada manufactures a very small proportion of the requirements of her population. Up to this time it has been the United States which has largely supplied the deficiency, and if the United States is to maintain her position the manufacturers must pay more attention to the market."

A Reminder from Edmonton.

Bellamy & Co., of Edmonton, Alta., the well-known, progressive implement and vehicle house of that growing city, recently favored us with a copy of the calendar which they are generously distributing among their many friends and patrons. The calendar is the regulation oblong, the background being in dark brown, showing a pretty pattern in a lighter shade of the same color. In the centre is a fine halftone of a picture entitled "Full Bloom." This shows a pretty maiden, in summer garb, in the garden busily engaged in gathering flowers. We thank Bellamy & Co. for remembering us.

Merit is always more conspicuous when it springs from an obscure source.

Pick Out the Separator Selling Arguments

It is safe to say that there is no line of goods handled by the retail dealer in farm implements that will respond more quickly to energetic pushing than the cream separator, and yet, though this is the case, a great many dealers appear to be unable to grasp the arguments that make a successful selling talk for this line.

While it is true that the cream separator has only to be demonstrated to be appreciated by the thinking farmer, it does not always follow that appreciation will result in a signed order. An article may have all the merit possible and yet fail to be a good seller in the hands of an uncommunicative agent, or one whose arguments are poorly applied.

Convincing argument is the greatest force that lies behind modern salesmanship. If a man can be convinced of the merits of anything it is generally easy to get his name on an order form. Thus it is that every dealer should compile his selling talks with care, eliminating all reason that is not convincing and including that which is calculated to pull business.

Are YOU in The STAMPEDE?

Are you in the track of the great stampede?

The inevitable stampede of common "disc" or "bucket bowl" cream separators has come. Too many of them—all to old fashioned. "Shove them out—Catalog house—any old way—anything to move them," say the makers. But how does it hit you?

Many makers of common "disc" or "bucket bowls" cream separators have been detected selling to catalog houses. Can you afford to handle any "disc" or "bucket bowl" machine without first making sure the manufacturer has not turned "catalog house color."

What's to prevent them? The common "disc" or "bucket bowl" machines are all about alike—about equally out of date. Any maker of them can slightly alter the pattern, paint the imitation a "catalog house color" and knife you through the "catalog house."

Get out of the way of the avalanche!

When any style of machine goes down and out it carries the fellow who sticks to it. Improvement, in the form of the Sharples Tubular, is chanting the dirge of the common "disc" or "bucket bowl" machines—for Tubulars are different.

THE TUBULAR A WINNER

29 years experience and the greatest and best equipped separator factory in the world make the Tubular the easiest of winners. It will build you up just as surely as a common "disc" or "bucket bowl" machine will pull you down. 1908 sales where far ahead of 1907 and out of sight of all competitors.

Get in line now. Hang on, for we're travelling fast. Absolute protection for dealers in every sense of the word. Heavy advertising all the time. A square deal for all.

The Sharples Separator Co.

TORONTO, CAN. WINNIPEG, CAN.

Facts and figures count and they should be arranged so that they will present the best possible appearance and leave the deepest impression in the mind of the prospective customer.

If a dealer has the agency for a good cream separator and is thoroughly posted on the value of such a machine to the man keeping milch cows the rest is comparatively easy. As a rule, however, a good big percentage of dealers are content to make a contract for a separator, get a sample and set it up in their warehouses, and when a prospective buyer comes within reach grab the crank and prove to him how easily it turns, how little trouble it is to clean the bowl, and explain in a general way what a good investment it would be for him to purchase a machine. If the farmer can't see it that way such dealers are, naturally, very much disappointed.

Every dealer knows that the bump of caution is very largely developed in the tillers of the soil. They will not consider the purchase of a machine that is not of proven merit. Like the man from one of the states of the Middle West, "they require to be shown." Dealers, at least the biggest portion of them, will endeavor to provide this accommodation, but frequently their energies are misapplied through lack of the right kind of talk. Most farmers nowadays know something about the cream separator. In an off-hand way they have come to realize that it will save labor, time and money.

To overcome this general information and to make it specific is the object of the dealer selling separators. It is not enough that an agency be secured for a machine and one of them placed on exhibition in the warehouse. Sales are not to be expected from merely showing how easily the machine will work, how easily it may be kept clean, and stating how closely it will skim.

The prospective buyer wants facts. What he is interested in primarily is the ability of the machine to prove of sufficient worth to him that it will pay for itself within a reasonable time. The mere handing out of a catalogue, no matter how much detailed information it may contain, is not all that is necessary towards concluding a deal. Other concerns hand out catalogues. The mail-order house does, and usually it is just as alluring and generally more exaggerated that that distributed in the name of a maker of a really good separator.

Cold print has a powerful influence in bringing men under the spell of desire to buy. Warm words in the form of clinching arguments, are all that is necessary to a sale. One writer on the subject says: "If the dealers were able to talk separators as the users see it, sales would come easier."

The dealer selling cream separators for some time should make it his business to interview farmers to whom he has sold machines and get their opinions as to the value of this farm utility to them. By fortifying himself with their reasons he is in a better position to present his case to the next prospective buyer that comes along.

As we said on a previous occasion much good argument can be gleaned from the columns of many of our exchanges. The following pointed talk, from which a reader can snatch many a reason that will convince skeptical farmers, appeared in one of these a short time ago. It says:

"When cream separators were first introduced upon the American farm, many objections were raised as to their utility and practicability. A few years of actual use, however, dispelled all such objections, and today there is not in the world a dairy authority of any importance who does not recognize in the farm separator a great labor-saving and money-making device. The man who owns cows can no longer afford to overlook or ignore the many advantages offered him by the hand separator. Whatever system he is employing at the present time, whether he makes butter at home or sends his whole

(Continued on Page 12)

GRAND TRUNK RAILWAY SYSTEM

THE SCENIC ROUTE TO THE EAST

Double Track, Velvet Running Roadbed, Fast Time, Modern Equipment, Unexcelled Dining Car Service, Courteous Employees

Cook's Mediterranean and around the World Tours; Steamship Tickets, all lines, including Quebec Steamship to Bermuda and West Indies.

Ticket office, 260 Portage Avenue Phone 7098.

A. E. DUFF,
General Agent, Winnipeg

"No Trusts—No Jobbers—
No Catalogue Houses"

DE LAVAL

Cream Separator

Agencies

Superior as the De Laval machines have been, the new 1909 line is more novel, better and more attractive in every way—to agent and user alike—than ever before.

We want good, live, hustling, reliable and capable agents in every locality where Cream Separators can be sold, and there are few communities where this is not the case.

We want such agents where we have none, and want better agents where those we have are not the best and not capable of making the most sales with credit to themselves and us.

1909 is certain to prove a remarkably successful year in the sale of De Laval machines. The trade is opening up splendidly. The new machines swept all before them last year and the resistance will be still less this year.

The time for agency work is at hand. Applications for agencies are invited and will receive careful and prompt attention as fast as the De Laval field superintendents can get to them.

De Laval Separator Co.

WINNIPEG

Montreal Vancouver

save labor, attain the best success and make the most money.

"An increased yield of butter of from 20 to 25 per cent. is alone an item worth considering, but when allowance is also made for the improved quality of the product, the extra value of the skim milk by reason of its being perfectly sweet and still retaining the natural heat, and the great saving of time and labor, it will be readily seen that a cream separator will constitute the most profitable investment found on the farm, and indispensable for a dairy of three cows or upwards.

"Half an hour after milking, the cream has been separated and cared for, the skim-milk is fed to the stock, the separator washed and the work finished. No hand skimming, no heavy lifting, no hauling of ice or pumping of water. You will have time to spare for many things, which you have before been obliged to slight, and your dairying will become a pleasant and profitable occupation instead of an endless and tiresome task. The women of the house are relieved of the drudgery and the work of the men is lightened.

"So much attention is now being devoted to the purity of the dairy products that we feel justified in using the word 'indispensable.' on account of the thoroughness with which a separator assists in purifying the milk and cream, for no matter how carefully the milk may be strained the residue of stable refuse, etc., in the bowl after separating speaks volumes for the purifying efficiency of the cream separator.

"Perhaps you are hauling whole milk to a butter factory; if so, we ask is this method practical? Is it economical? Look at it from all points and we are confident that careful reflection will convince you that it is a most impractical proceeding to haul to the factory every day 90 per cent. more than is necessary and then haul it back again; oftentimes to find it worthless for feeding purposes when it reaches home. Why not save the time and wear and tear of wagons, and insure having your skim-milk in perfect condition by using a cream separator, letting the creamery gather your cream while you keep the skim-milk at home, feeding it warm and sweet direct from the separator? How many farmers are there today paying out annually for hauling their milk to the factory twice what a separator would cost? Thousands!

"Do you wish your calves to drink contaminated milk from diseased animals? You take this chance when the whole milk is mixed at the creamery, and you receive your share of the skim-milk."

World Accepts a Man's Valuation of Himself.

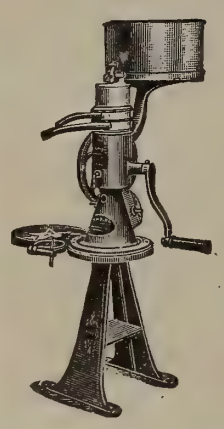
There is no greater truth than that the world will base its estimate of a man upon the valuation he gives himself, therefore, put a value on yourself and never mark it down. If you realize that value, no matter how high it may be, the world will respect it and acknowledge that it is fair.

People are willing to take your word for it if you give yourself a bad reputation. If you say you hate to work, if you say that you lie occasionally to save trouble, if you admit that money is a great temptation and sympathize with the absconding bank cashier people will take your word for it and watch you closely when you are around anything that belongs to them. It's human to be suspicious of the man who is suspicious of himself. We are all built that way.

You are judged as you judge yourself. You usually take a man's word for what he has to say about himself. If you put a high value on yourself the world will look up to you and wonder how you ever had the nerve to do it, but they will not doubt the value. They will respect you for having one, for most of us haven't.

People call us the names we call ourselves. If you admit that you are a fool, and somebody hears it, the next time your name is mentioned that somebody will say, "O, Brown's a fool." If anybody doubts it, ask Brown; he will admit it, because he's Brown, and that is the value he has placed on himself.

The man who says he "can't" never gets there. Why? because he can't. The man who fears that branching out will be more than he is equal to never will branch out. And probably it is better so, for then we would all be branching out, and that hardly would do. But you will notice always that the man



Make Our Office Your Home During Bonspiel

AND INSPECT

AN ACTUAL LINE

OF

QUALITY CREAM SEPARATORS

It's easier to sell a man what he really wants than to try and get him to take what you happen to have.

Knowing this, the EMPIRE CREAM SEPARATOR COMPANY are now manufacturing

THE EMPIRE LINE

Of cream separators of ***different styles, with a full range of sizes and capacities in each style.*** The EMPIRE agent, therefore, can offer his customer the ***separator*** which ***the customer likes best.***

Doesn't it listen good to you, Mr. Dealer?

It strikes the Cow-Owner just the same way for he's tired of having a particular style of machine ***forced*** on him, just because the dealer has only that ***one kind to sell.***

Here are the EMPIRE machines

The FRICTIONLESS EMPIRE
(The famous cone separator)

The CENTRE FEED EMPIRE DISC
(The Disc separator that's right)

The two comprise the ***really good actually standard methods*** of separation. Both are highest grade in material, workmanship and results obtained. Your pocket-book wants to know more about this cream separator Line. So, before you make any cream separator connection, get our proposition. You really can't afford to do otherwise, for

We have a proposition to make whereby you can meet any kind of competition, no matter what it may be.

Make us prove our statements.

EMPIRE CREAM SEPARATOR CO. OF CANADA, LTD. 482½ MAIN ST. WINNIPEG

who underestimates his own abilities fails.

If you are not successful let the world infer it, they'll do it only too readily. Don't admit it, don't advertise, don't whine, whiners never get there. When you are unsuccessful is just the time to boost up your self-valuation another notch.

Never underestimate yourself in talk, no matter how you may feel about it in your inner self. Say you are doing well, believe you are going to do well, and your chances are better than if you admit defeat. Men defeat themselves by doubting that they ever could obtain a victory.

It's a queer world and we all get just what we think we will, not an ounce more or less. The man who thinks his chances are poor eventually finds out that he was right. The man who feels that he will be successful takes a pride in the feeling, places a value on himself, and goes ahead and gets there in order to retain his self-respect.

Boost your own stock. That's the stock you are most interested in. If you were trying to make people take stock in a business venture of your own you wouldn't hire your enemy to promote it for you. You wouldn't hire your wife or your children or your sweetheart to convince the other people that your stock was right because it was yours? Get out and do the boosting yourself, convince the people that you are getting there, and they will lend a helping hand.

If you say you're all right the world will take your word for it. If you say you're all wrong, why shouldn't they believe you? They will believe you. Have a good opinion of yourself, it is essential if you would be successful.

Why not Sell Cream Separators?

Dealers in some localities refuse to take up the sale of cream separators in a business-like manner, claiming that there are too few farmers in the vicinity who keep a sufficient number of cows to justify the expense of a separator, says Farm Implement News. The attention of such dealers is called to the fact that authorities on the subject declare that any farmer who milks five cows or more and either sells the cream or makes butter of it, needs a hand cream separator of the centrifugal type to secure the largest profits possible. They say, also, that the gravity system or any method other than the use of the centrifugal separator will leave from seven to fifteen times as much butter fat in 100 pounds of skim milk as will be left when the centrifugal machine is used. It does not require much figuring to discover that the average farmer would save the price of a separator in a comparatively short time. The dealer who longer hesitates to push the cream separator trade is not alive to his opportunities. The trade is easily handled, it earns good profits and if first class machines are sold the buyers are always well satisfied.

Made In Canada For 24 Years

Some Metal Shingles are guaranteed to "last a lifetime," by firms which have been making Metal Goods only a few years.

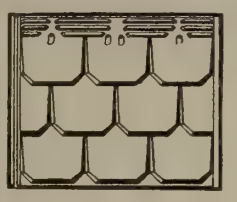
How can they know how long their shingles will wear ?

"Perhaps" such shingles will last.

"Perhaps" they are lightning-proof and weather-proof.

You are the one who must take the chances.

There are no "perhaps" about



"EASTLAKE" METALLIC SHINGLES

ON THE ROOFS SINCE 1885

They have defied lightning and fire—resisted snow and rain—protected against leaks and rust—for 24 years. You buy certainty—not supposition—when you buy "Eastlake" Shingles. Because "Eastlake" Metallic Shingles have proved, by 24 years' wear on the roofs, that they are practically indestructible.

Don't buy "a pig in a poke." Don't take chances. Get "Eastlake" sningles, which are sold with a guarantee worth having.

Write for catalogue, which tells about the "Eastlake" side Lock, the new Cleat and other exclusive features, as well as explaining all about the Shingles themselves.

The Metallic Roofing Co., Limited

TORONTO Manufacturers **WINNIPEG**

Agents wanted in some districts Write for particulars naming this paper. 56

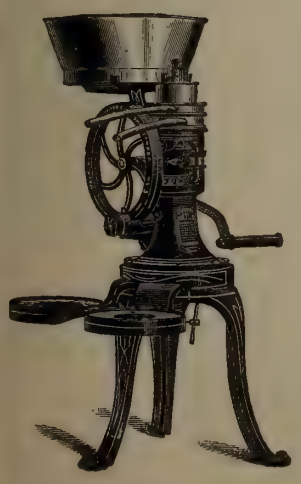
Western Canada Factory:

797 Notre Dame Avenue, WINNIPEG.

They Get the Trade

THE RAYMOND LINES

FOR PROFIT AND REPUTATION



NATIONAL CREAM SEPARATORS

Sold by the best Dealers, used by the best Dairymen and Farmers who know. A high grade Separator for a high class trade.

If in the City at Bonspiel call and see us or write for Agents' Terms and Catalogues.

RAYMOND SEWING MACHINES

for over half a century have held the lead. To sell a Raymond is to gain a satisfied customer and a good profit.

THE RAYMOND STANDS THE TEST OF TIME

RAYMOND MANUFACTURING COMPANY, LTD.

312 Donald Street, WINNIPEG.

Calgary.

Mr. S. H. Roe, manager of Tudhope-Anderson & Co., visited Edmonton for several days recently.

Mr. W. E. Hall, general agent of the Frost & Wood Co. made a business trip over the northern portion of the territory recently.

Mr. W. G. Hunt, manager of the Massey Harris Co., here, made a flying trip to Edmonton the last week in January.

Mr. A. W. Trickey, office manager of the Massey Harris Co., made an extended business trip over northern Alberta early in February.

Mr. E. Ellwood, joint manager at Winnipeg for the Empire Cream Separator Co., spent several days in Calgary in the interest of his firm during the past month.

Mr. J. S. Sinclair, a well-known machine man, will this year be manager of the implement business of R. A. Wallace, the Deering representative at High River, Alta.

Mr. Chas. Kopas, an old time and well-known machine traveller, who has been in the hardware business at Nanton for the past two years, has sold out. He has taken the Massey Harris agency at that point.

Mr. J. A. Brookbank, manager of the Calgary branch of the International Harvester Co., left the latter part of January on a business trip to their head office at Chicago.

Mr. Walter Geddes, of the accounting department of Massey Harris Co., recently spent several days on business in southern Alberta; visiting Claresholm, Macleod and other agencies.

The Provincial Government have not yet made public their plans for railway extension work but as the house is now in session it will not be long until their policy is definitely made known.

Mr. Geo. C. Clark, of the Edmonton branch of the International Harvester Co., stopped over a short time in Calgary while on his way to New York and other eastern points. Mr. Clark was accompanied by his bride.

Mr. A. L. B. Gibson, who was formerly on the collections and travelling staff of the Massey Harris Co., is now living in Calgary and has charge of the local business for that company succeeding Mr. W. Graham, who has moved to northern Alberta.

Mr. Jas. Grandy, general agent for the De Laval Separator Co., at Edmonton, spent several days in Calgary recently. Accompanied by Mr. James Brown, their traveller for central Alberta, he left for Winnipeg to be present at the annual meeting of De Laval travellers.

Mr. E. M. McCammon, manager of the J. I. Case Threshing Machine Co.'s Alberta branch here, has returned from a month's visit to the factory at Racine and other southern and eastern points. Mr. McCammon had a very pleasant trip while away but is glad to get back again to Sunny Alberta.

The first new railway line definitely decided upon is a branch of the C.P.R. from Lethbridge towards Calgary meeting the MacLeod branch a few miles south of Calgary. This line will be built this year and will open up one of the richest sections of Alberta, being the heart of a great fall wheat district.

Mr. G. Henning, inspector of Massey Harris Co. agencies in Alberta, has returned from a month's visit to the east and south. While away he visited all the company's factories at Woodstock, Brantford and Toronto and also spent a short time in Chicago and other American centers. He thoroughly enjoyed his trip.

Mr. N. G. Somerville, of Brockville, Ont., was a new visitor to Alberta in the implement line. Mr. Somerville is manager of the Brockville branch of the D. H. Burrell & Co., manufacturers of cream separators and all kinds of creamery supplies. He is looking over Western Canada as a prospective field for their line; and as the country looks good to him, he has definitely decided to open up in the West.

The International Harvester Co. have about completed arrangements to build a fine large warehouse here. They intend to build a four storey solid brick building 75 x 130 feet. This building will be situated on Eleventh Ave., and in the same block as the J. I. Case Co.'s building. This will make a splendid addition to the present lot of fine buildings which are the homes of the various implement companies in Calgary.

In connection with the grain business it is interesting to note that a strong movement is on foot to organize in Calgary an Alberta Grain Exchange as it is felt that after navigation closes on the Great Lakes the winter wheat from this province is discriminated against, and it is therefore considered that an independent grain exchange in Alberta would be of immense benefit to this province. An effort towards organization will doubtless be made within the next few months.

All the firms here are devoting their entire attention to organization for 1909 and a number of those who were travelling on collections are now hard at work on sales. From present indications this year should be a record breaker for the implement business in Alberta. Collections have been very satisfactory and one more year like the one just past would put the great majority of the Alberta farmers on "Easy Street." While, of course, there were quite a number in 1908 who had not very good crops, or were hailed out, or in other ways are not sharing in the general prosperity, a very fair indication of general conditions is in the fact that this year there are probably less than one-eighth of the number of chattel mortgages given by farmers than during the same period a year ago. The percentage of collections is also much higher than in 1908.

In the last issue mention was made of the agitation in Alberta for shipping grain via the Coast route. The following clipping from a Calgary paper of January 8th shows that the C.P.R. appreciate the advantages of the Western route and are prepared to do their share towards it. New Westminster is making a strong bid for the grain trade and without doubt terminal storage facilities will be arranged for the coming year. The movement is only yet in its infancy but—watch it grow. The clipping says: "In future the Canadian Pacific railway will ship as much grain to the world through the Pacific coast as they can possibly manage, and in order to make this more possible, the company has inaugurated a new rate on grain of 22½ cents per hundred pounds from all points in Alberta. The new rate became effective two days ago and since then a steady movement has been noticed. The company expects to haul a large quantity of grain through Vancouver from now on, as this route of transportation means a saving of much time and money, when the grain is being shipped to the Phillippine Islands, Mexico and European points. Formerly all this grain went to its destination by the eastern ports.

Auction Sale.

DEALERS

Do not forget that the Unreserved Auction Sale of the Residue Stock of the

BALFOUR IMPLEMENT CO., LTD.

(In Liquidation)

as advertised in the last issue of Canadian Farm Implements, the bulk of which stock is still on hand, will be sold to the highest bidder

At 2 p.m., Wednesday,

February 17th, 1909,

at the Warehouse of the

IMPERIAL IMPLEMENT CO.,

Salter and Sutherland Streets,
WINNIPEG.

J. A. ACHESON, Official Liquidator,

6 UNION BANK BUILDING WINNIPEG

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

An Appreciated Letter.

M——, December 20, 1908.
Editor,
Canadian Farm Implements.

An item that caught my attention was that which appeared in your last issue, on page 20, under the title of "Investigate Farmers' Excuses for Non-Settlement." During the past three months I have been out on collections work, helping local dealers round-up old delinquents. Your article was timely and to the point and it will pay the trade to follow your suggestion and closely investigate many farmers who are offering excuses for not meeting their obligations.

Times without number I have come across cases in my own experience where unscrupulous farmers have taken advantage of merchants in this respect, and I heartily endorse all you said on the subject. The honest farmer is entitled to consideration if he fails to meet his debts on account of misfortune, but no sympathy should be shown the man who deliberately sets out to cheat the dealer or merchant out of money which is rightfully his due.

Realizing that your paper is a growing force for good among the dealers of Western Canada and that you are endeavoring to benefit every man connected with the implement, machinery and vehicle business, I remain a traveller and —A Sincere Well-Wisher.

Return Your License.

In accordance with sub-section (a) of section (3) of the "Game Protection Act," every holder of a big game hunting license, must return the same, duly sworn to, before a Police Magistrate, Justice of the Peace or a Commissioner in B.R , immediately after the close of the hunting season. ,

Sub-section (f) of section (3) allows thirty days of grace for making returns. The days of gaace have almost expired; therefore it is necessary for each holder of a big game hunting license to make returns now, as prosecutions will follow, immediately the time limit has expired.

All persons offering deer heads or hides of any kind for sale must furnish the purchaser with a statutory declaration showing when, where and by whom the animal of which the head or hide formed a part, was killed or taken. Said declaration must accompany the head, hide, skin or pelt to its destination when being shipped from one point to another, and be retained by the person so in possession.

LARGEST VEHICLE FACTORY IN THE WORLD

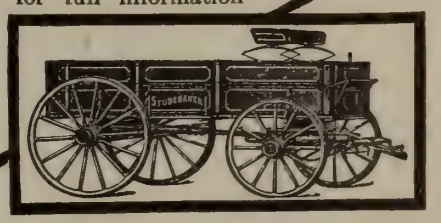
Studebaker

THE STUDEBAKER PLANT COVERS 101 ACRES

There is Real Value In Every Studebaker Wagon

Examine a ***Studebaker*** wagon point by point. Analyze it carefully. You'll find no weak points. Every part is built for ***service.*** It's strongly built and perfectly proportioned. The parts of a 3½ inch ***Studebaker*** bear the same proportion to each other as do the parts of a 3¼ inch wagon. We never make a 3½ inch wagon out of a 3¼ inch wagon by putting heavier wheels on it. The ***Studebaker*** is the best built wagon, the best wearing wagon, the best known wagon and the easiest wagon to sell.

If you are located in one of the few localities where we have no regular selling agency write us at once for full information regarding our selling plan and for catalogues.

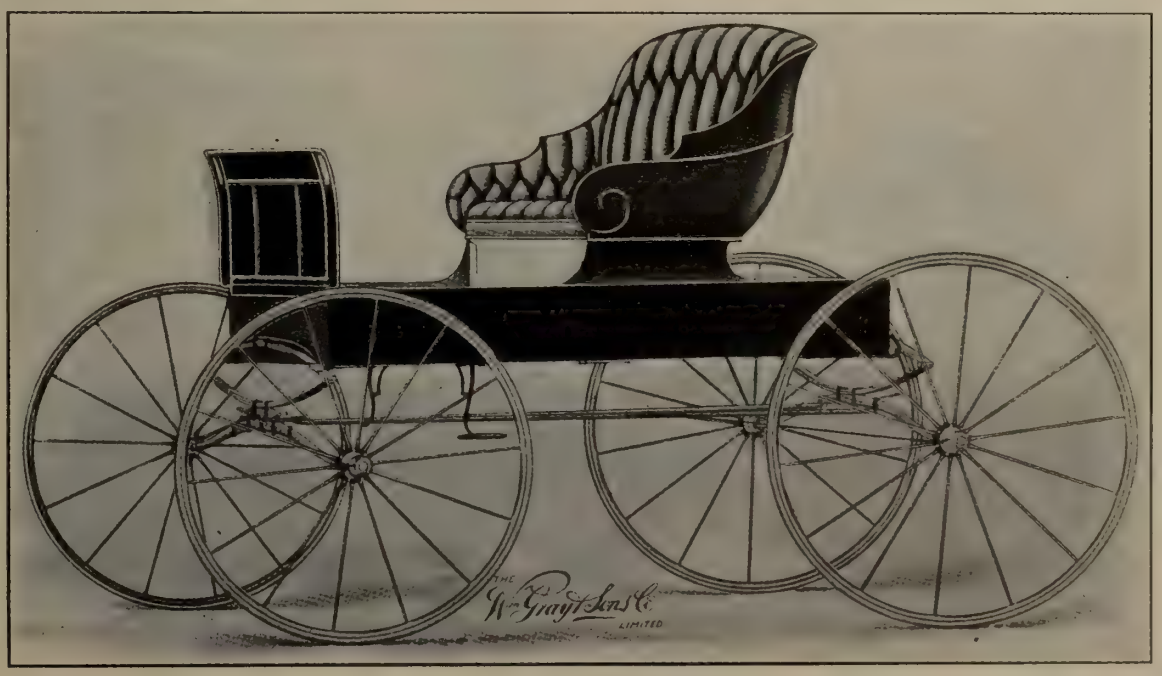


Studebaker
South Bend
Indiana

THE WM. GRAY & SONS CO., LTD.
HIGH GRADE CARRIAGES

CHATHAM, ONT. WINNIPEG, MAN.

ORIGINAL DESIGNS



No. 230 INVERERIE

Above cut illustrates one of several special designs in Rubber Tired Road Wagons for 1909. See us at Bonspiel or write for complete Catalogue and Price List direct to

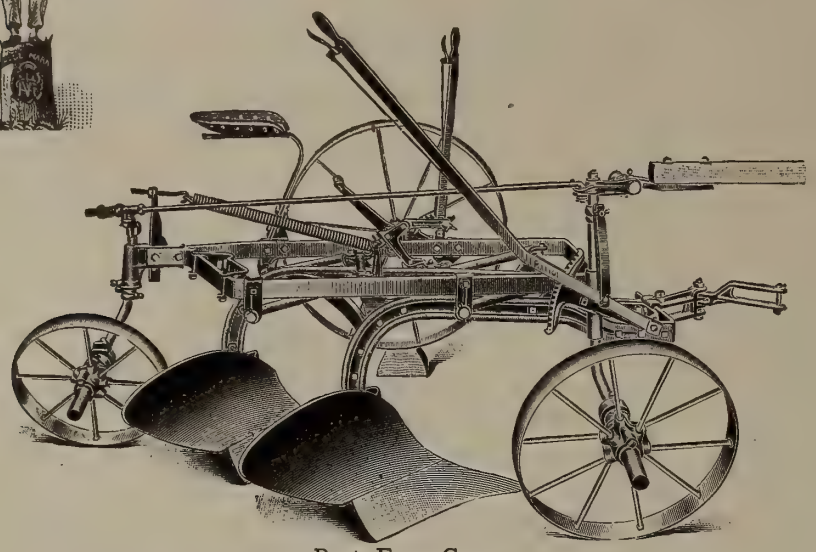
THE WM. GRAY & SONS CO., LTD.

400 Jessie Ave. P.S.—Take Park Line Car to reach us. WINNIPEG

The World's Standard in Farm Implements

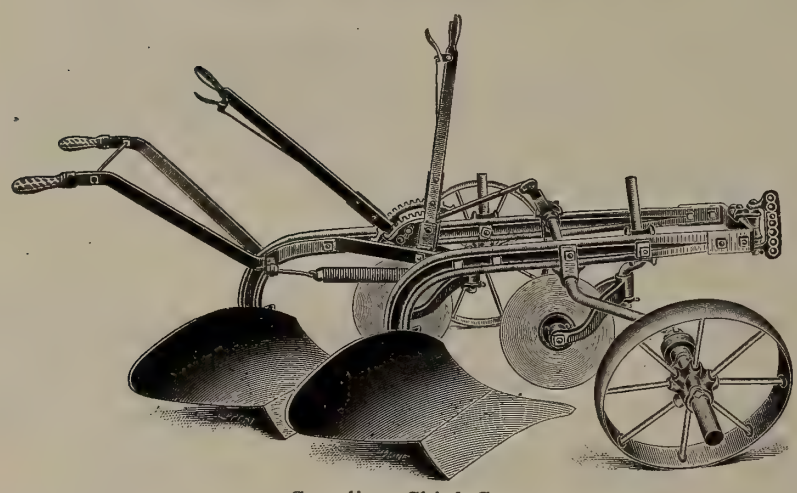
MOLINE

AND OTHER FLYING



Best Ever Gang.

MOLINE WALKING STUBBLE PLOWS,
MANITOBA SPECIAL COMBINATION PLOWS.
WESTERN QUEEN PRAIRIE BREAKERS,
DAKOTA QUEEN ROD BREAKERS,
NORTHERN QUEEN BRUSH BREAKERS,
KANSAS KING ROD BREAKERS,
CRICKET ROD BREAKERS,
COUNTY ROAD PLOWS,



Canadian Chief Gang.

RAILROAD PLOWS,
SCOTCH CLIPPER WALKING PLOWS
ROBIN HOOD TIMBERLAND PLOWS,
KNOCKER POTATO DIGGERS,
GOOD ENOUGH SULKIES,
BEST EVER SULKIES,
GOOD ENOUGH GANGS,
BEST EVER GANGS,

CANADIAN CHIEF GANGS,
WHEEL WALKING GANGS,
FLYING DUTCHMAN ENGINE GANGS,
SOUTHERN CHIEF DISC PLOWS,
ROTARY DUTCHMAN DISC PLOWS
MOLINE LEVER HARROWS,
SUCCESS HARROW CARTS,
ECONOMY DISC HARROWS

Economy Disc Harrow.

We extend a cordi
plement Dealers
during the Bonspie
telegrams sent in ou
office your headqua

TAKE A BELT LINE CAR (GOING EITHER WAY) O

CANADIAN MOLINE PLOW

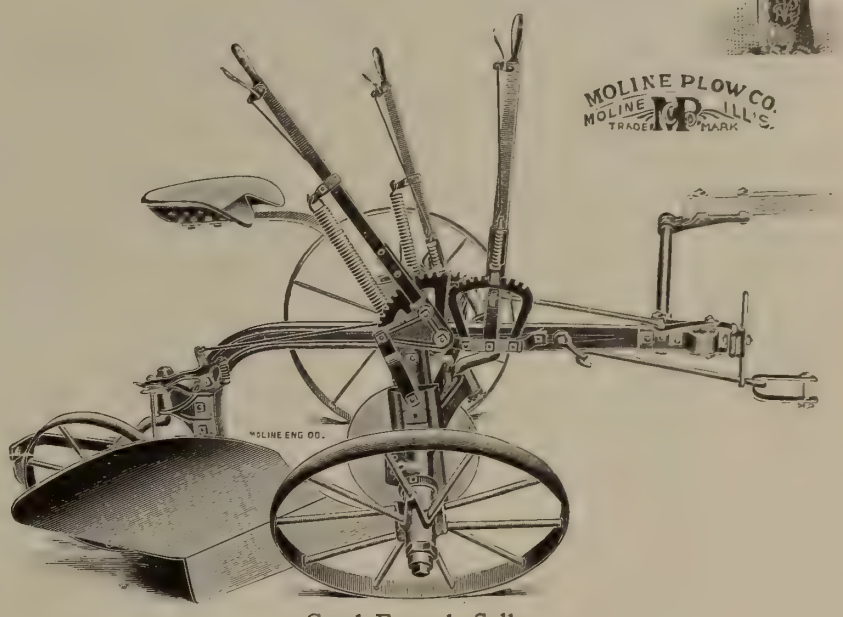
Distributing Warehouses: REGIN

PLOWS

DUTCHMAN FARM TOOLS

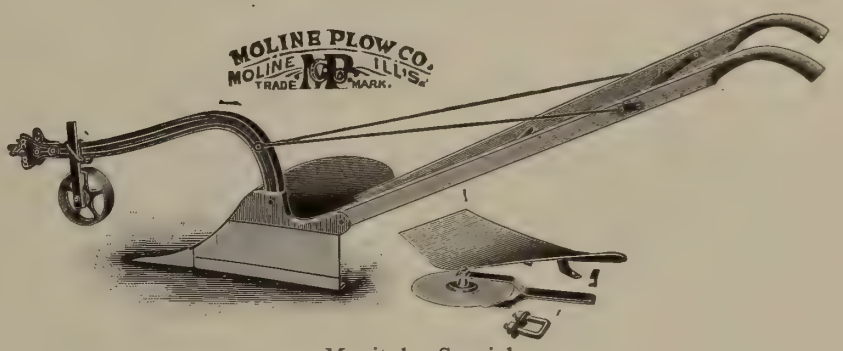
The World's Standard in Farm Implements

DT ENDLESS APRON MANURE SPREADERS,
MOLINE REVERSIBLE DISC HARROWS,
MOLINE PARALIZER PULVERIZERS,,
NATIONAL MANURE SPREADERS,
GENUINE T. G. MANDT WAGONS,
MANDT FARM TRUCKS,
BADGER FARM TRUCKS,



Good Enough Sulky.

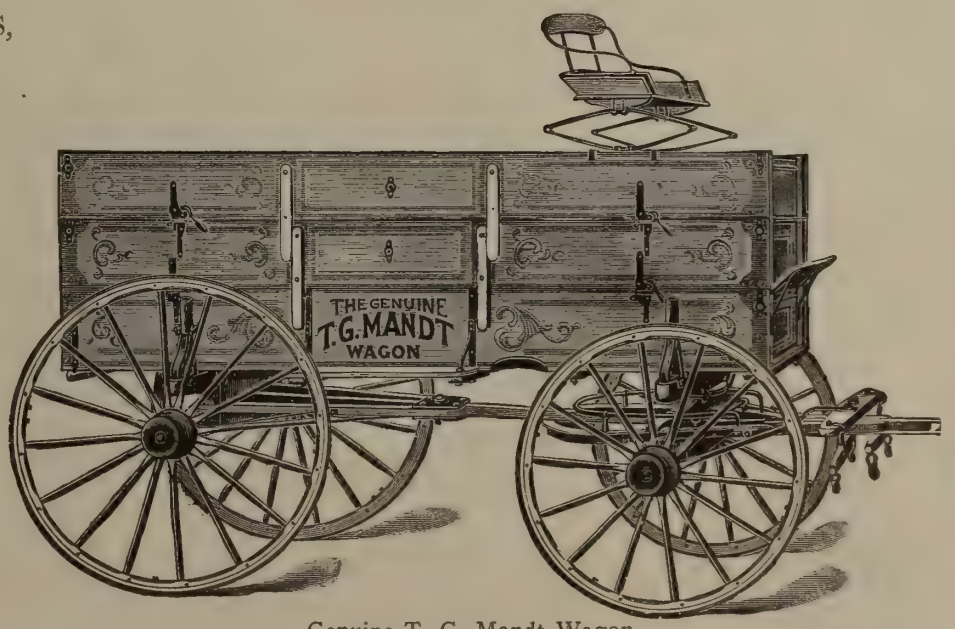
WISCONSIN STEEL WHEEL TRUCKS,
WEBBER ANGLE SIEVE FANNING MILLS,
MANDT SLEIGHS,
CANADIAN CRESCENT WAGONS,
GRAIN TANKS,
STOVER IDEAL FEED MILLS,
IDEAL HORSE POWERS,



Manitoba Special.

STOVER SAW FRAMES,
MUNRO-McINTOSH BUGGIES,
MONITOR GRAIN DRLLS,
MUNRO-McINTOSH CUTTERS,
CHANNEL STEEL HARROWS,
BOSS WOOD HARROWS,
ETC., ETC.

***nvitation to all Im-
isit us at Winnipeg
lave your mail and
are, and make our
ers while in the city.***



Genuine T. G. Mandt Wagon.

MAIN STREET AND YOU WILL ARRIVE AT OUR DOOR

CO., WINNIPEG, MANITOBA

CALGARY, SASKATOON.

The Implement Trade in Old Qnebec.

Our readers will be interested in reading an article dealing with the agricultural implement trade through old Quebec and in the Maritime Provinces. This article is from the pen of Mr. Frederick M. Ryder, United States Consul at Rimouski, and in it he deals with the quantity of machinery manufactured, the selling methods employed and offers suggestions relating to the best means of increasing trade in that territory.

Mr. Ryder writes: "The old-school farmers of Quebec, many of whom have not been out of their county, still adhere to ancient methods in conection with their farm work. The younger generation, however, have seen something of farm life in New England, in the vicinity of the factory towns in Ontario, or in the West, where they have been assisting in the harvest season, when farm laborers are in such a demand that these young men could earn sufficient to pay a substitute on the farm at home and have a surplus for pin money during the winter, besides the advantages of having seen extensive farms conducted with comparative little manual labor, with the exception of gathering the harvest, are adopting modern methods.

The effect produced by these periodical visits is plainly visible, for the farmers begin to realize the necessity for equipping with modern implements for agricultural work. A few years ago such machines as a sulky plow, cultivator, or harvester were never seen in this locality, while there are numbers of them at the present time. The first potato digger was used this season, but all seeding is still done by hand.

In many instances the younger element are, or soon will be, in complete control of the farming communities, and observing a marked improvement in the methods of cultivation, particularly, in order to ascertain the extent of the movement, I interviewed the agent of one of the largest agricultural implement manufacturers in the Dominion, who informed me that he and his assistant had sold 12 carloads of farming machinery this season.

METHODS OF DISTRIBUTION.

This firm maintains four distributing warehouses at convenient points on the Intercolonial Railway, between Montreal and Moncton, a distance of 650 miles; the buildings are stocked with a complete assortment of farming machinery, including all interchangeable parts. The company employs hustling agents who are supposed to call upon every farmer in their respective territories, and sales are made on the most favorable terms, requiring only small cash payment and the balance in instalments. The ownership of the article is not vested in the purchaser until the final payment is made, and a promissory note is also required as an additional security. To demonstrate how reliable these farmers are, as a class, the house above referred to has not sustained a single loss in this connection since its establishment in this locality.

Better prices are obtained in many cases than a less cumbersome and superior machine is sold for in the United States, yet doubtless nearly all farming implements are of heavier construction for the reason that a stronger machine is required for Canadian farmers. Utensils are not handled with that degree of care nor maintained in such good order as they are in the United States; but then this market seems to demand that articles of almost every class of manufacture should be constructed upon a basis of apparent strength, while the weight is of secondary consideration only. For this reason, possibly, the heavy farm machinery of Canadian manufacture may be in greater demand than the lighter and better finished tools produced by American manufacturers.

SALES SYSTEM FOR INCREASING TRADE.

This entire province would be a profitable field for more thorough cultivation by manufacturers of farming machinery. This can not be accomplished by the selection of a general merchant in each town to act as agent, nor will it answer the purpose to place the agency in the hands of commission or wholesale houses in the larger cities.

The country storekeeper is too closely occupied with his general stock to pay much attention to any particular line, much less to following up customers who may have shown sufficient interest to make inquiries regarding such lines. Even if he has the time, he has not the mechanical genius or familiarity with machinery which is necessary in order to convince a purchaser of the advantages to be derived from his investment.

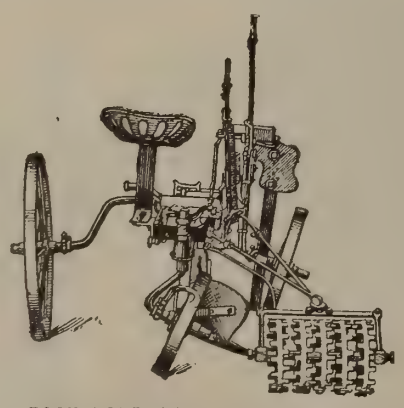
The wholesale houses are usually agents for similar lines produced by foreign manufacturers, where the item of labor cost alone is doubtless 50 per cent. less than in the United States, to say nothing of the additional British advantages of admission into the Dominion under a preferential tariff of 30 per cent. Travellers, representing these houses, realize that it is their duty to dispose of goods prodncing the greatest margin of profits to their employers (and possibly an extra commission for themselves), and there is no difficulty in accomplishing this when the article can be sold at a lower figure.

The only plan which is sure to produce successful results in this connection is a systematic farm-to-farm canvass by practical agents who are familiar with the French language and capable of demonstrating the superiority of their machinery over all others. These representatives should have the authority to make as favorable terms as those offered by competitors, for the risk is not great, considering the value of the collateral held as security.

The success or failure in introducing improved machinery depends a great deal upon the caliber and individuality of the representative, and manufacturers can not be too particular in selecting the best and most experienced men to represent their houses in the Dominion. This will prove the best investment in the end.

Milking Machines to be Exhibited in Winnipeg.

The annual convention of the Manitoba Agricultural Society, The Horticultural Society and the Provincial Dairymen's Associations in conjunction with a series of household science meetings, and the Provincial Grain Show, will be held at the Manitoba Agricultural College, Winnipeg, during the week beginning February 15th. Many dealers throughout the country will be interested in knowing that during the Dairymen's convention there will be on exhibit two or more milking machines, demonstrations of which will be given daily. Copies of the programme may be secured by writing to the Principal of the Agricultural College, Winnipeg.



PACK YOUR SOIL WHILE YOU PLOW AND SAVE FORTY CENTS AN ACRE IN LABOR.

THE HAMILTON PULVERIZER

Is an attachment for plows.
It is a proven success, and a big money maker for the dealer.
We can satisfy you on these points.
Now is your chance to get an Agency.
No territory will be open in a few weeks' time.
Call and inspect this machine during Bonspiel week.

THE HAMILTON PULVERIZER CO.

65 Merchants Bank Bldg. ***WINNIPEG***

Frost & Wood Champion Drills

High Wheels

Broad Tires

Light Draft

Accurate Feed

Some points that distinguish Frost & Wood Drills from others :—

1. Our discs are fitted with ball bearing hubs; these hubs are the same as used on Bicycles, Automobiles, etc., are absolutely dust proof and cut out a great deal of friction (that means decreased weight and draft).
2. **The whole bearing will outwear the plate and the machine itself.**

Write us for Agency Prices and Terms.

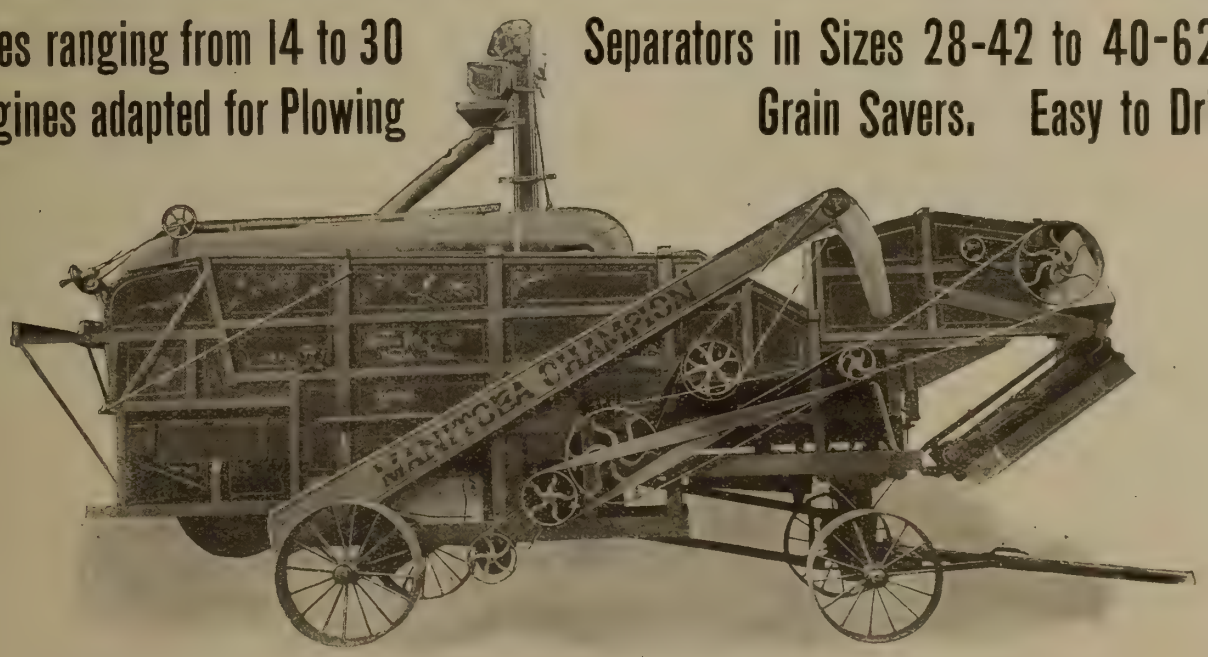
THE Frost & Wood Company LIMITED.

Winnipeg, Regina, Calgary.

WATERLOO ENGINES & SEPARATORS ARE WINNERS

Engines in Sizes ranging from 14 to 30 h.p. Heavy Engines adapted for Plowing

Separators in Sizes 28-42 to 40-62. Excellent Grain Savers. Easy to Drive.



Make sure you have a Waterloo "CHAMPION" to mate your Gasoline Engine. Wind Stackers, Feeders and Baggers. Agencies established at important points. **WRITE FOR 1909 CATALOGUE.**

ADDRESS—

WATERLOO MANUFACTURING CO., LIMITED, WINNIPEG.

Head Office: Waterloo, Ont. **Branches at Winnipeg and Regina.**

To the Retail Dealer,

If you are looking for the best Washing Machine that is on the market, which makes it the easiest to sell, and one which a good many of your customers have heard about, (judging by the number of letters we receive daily), you should write us for full particulars regarding the

'PASTIME'

It is manufactured by the

PARSONS HAWKEYE MFG. CO.,

Of NEWTON, IOWA,

To Wash Clothes cleaner, quicker and to operate easier

than any other hand power Washing Machine in the World.

Is that the kind you are looking for?

Over Two Hundred retail dealers in Canada to-day, outside of Winnipeg, are buying them regularly. You better join the procession. We prefer to sell but one dealer in a town. If you want to be that one in your town, write us and we will be pleased to send you full particulars.

Parsons Hawkeye Mfg. Co.

Manufacturers and Distributors for Canada

WINNIPEG, MAN.

Better Prices and Terms Considered at Joint Conference.

On January 12th a conference of representatives of the dealers' associations, manufacturers, jobbers, and trade papers was held at Kansas City, Mo. The meeting was for the purpose of discussing trade topics and to jointly consider ways and means of bettering the conditions now existing in the retail implement and vehicle business. The principal address was delivered by Mr E. W. McCullough, secretary of the U.S. Wagon Manufacturers' Association, who spoke as follows:

"The purpose of the meeting is perhaps so clearly stated in the call, 'To consider ways and means of bettering conditions now existing in the retail implement and vehicle business,' that the conditions referred to need no elucidation to the experienced minds here tonight, still even the re-telling of an old story sometimes carry benefit with it.

"Briefly stated, the existing conditions are—that notwithstanding the fact that most of the past ten years have been ones of agricultural prosperity, constantly increasing both in volume and value, enriching the consumer of our products, the reverse is true of a large majority of those who manufacture, job, or sell at retail staple farm implements and vehicles. If a failure or great shortage of crops should this year extend for an indefinite period, the curtailed demand of 1908, the seriousness of its effect upon classes referred to except the farmer, can well be realized.

"The decline in profits in the cases of both the manufacturer and jobber have undoubtedly been due largely to the intensity of competition and failure to realize the increasing and many new expenses that have accrued during these years of so-called prosperity. The increased cost of materials, labor and overhead expenses, to the manfacturer, has only been in part added to the price of his products, and even these advances have in part been absorbed by the jobber under the plea of meeting competition in his endeavor to increase his volume of trade with the retail dealer, who in turn has too often imitated these examples in his dealings with the consumer. All these classes being adverse to advancing their selling prices have sought the aid of large volume to help out their declining margins, and had a crop failure followed the so-called panic of 1907, instead of a year of the largest crop value, it needs no words of mine to picture the result.

"With the retailer not only do all these conditions obtain but the results that must ultimately follow (unless the present course is changed) have for several years been showing in the numerous changes that are annually made in this line, which conservatively average 25 per cent. Recently one dealer who had been a resident of an Iowa town for twenty-four years, stated that there had been thirty-seven changes during that time in the dealers of his town.

"Those who have considered these conditions most carefully unite in the belief that we have all fallen over the old and familiar stumbling block—failure to realize complete and exact costs—and while we might exhaust our energies in attempting to right ourselves by changing collateral causes, we shall do it most effectively by going directly to the tap root, lack of complete cost knowledge. The manufacturer and jobber are naturally giving this matter the greatest attention at this time, and so is the well established dealer, but we must seriously consider not only the inexperienced now in the retail line, but those that are coming in annually at the rate of twenty-five or more, out of every hundred, for their actions will greatly influence and, in a measure, control future conditions.

"Our product is consumed by a class which has received the greatest share of prosperity, a class whose resources have increased during the past two years of financial depression, and whose purchasing power has not been impaired by any of the conditions of changes that have affected the producers or distributors; in fact, the decreased demand for implements and vehicles during 1908 has been purely voluntary on the part of the farmer, to be resumed when his needs require, regardless of any necessary adjustments that may be made in selling prices.

"The bankers, who constitute principally the creditors of the manufacturer and jobber, are now scrutinizing statements and business records most carefully, so that lines that do not show that they have been conservatively and profitably conducted will be denied necessary accommodation and in due time the same policy will be followed by the country banks toward the retail merchants as well.

"Nineteen hundred and nine, following a year of the largest crop values the country has ever known, we believe affords the best opportunity for making adjustments that will at once place the selling of implements and vehicles on as high a plane as any other line of merchandise, and at the same time afford those engaged in it fair and living profits.

"We have, therefore, to suggest that plans be laid at this conference and an organization effected whereby a systematic plan will be evolved that will make it possible for each manufacturer and jobber to co-operate in the education of their trade along the lines of the costs of doing business, and that the said manufacturers and jobbers will, in the furthering of this effort grant to the dealers who represent them satisfactorily and effectively in their respective territories, protection against encroachments on their territory rights, and other protection that good representation is entitled to.

"In the case of dealers' organizations it is recommended that they appoint and maintain effective committees on the details of cost-finding and that the results of the committees' work will be sent to all dealers in their territory every thirty days, or not less often than every sixty days, and that where individual effort is necessary, that said organizations will appoint special committees to look after new dealers that may start in the business in their respective localities, or any dealer who indicates by his selling prices that he has failed to regard costs.

Of the trade papers it is asked that they set aside a reasonable amount of space which may be occupied in every issue by articles relating to cost that may be furnished by manufacturers, jobbers, or retail dealers, and that they will as often as seems wise mention this subject editorally.

"We believe that this, in a crude way, places the matter sufficiently before you to warrant opening the question for general discussion, therefore I have not attempted to formulate and set before you any cut and dried proposition, believing that the best plans will come out of the consideration of the matter here tonight."

Brandon.

Mr. Bob Walker, traveller for the Armstrong Carriage Co., of Guelph, Ont., was in the city during the past month.

Mr. E. T. Wellband, representing Taylors Safes Co., Ltd., of Toronto, was in here trying to do business for his company.

Mr. D. A. Nichol, who represents the Massey Harris Co. at Alexander, Man., was a visitor to the Wheat City very recently.

Mr. Frank R. Shortreed, implement dealer at Tantallon, Sask., was down here on a business visit since last report.

Mr. Ben Steel, implement dealer, Deloraine, Man., was in town a short time ago. He is looking forward to profitable business during the coming spring.

Mr. J. P. Minhinnick, western manager of the Frost & Wood Co., Winnipeg, was up on a visit to the local branch a few days before the end of the month. He left for Melita, and other points south.

The Canadian Stover Gasoline Engine Co. have moved into their new quarters on Ninth Street, having leased the warehouse formerly occupied by the Cockshutt Plow Co. This will give them ample facilities to take care of their rapidly growing business.

Mr. John Herron, manager of the Waterloo Manufacturing Co., Winnipeg; Mr. George Hinchley, manager of the company at Regina; and Mr. E. Merner, of the head office, Waterloo, Ont., were out here for a few days in connection with the company's business. It is understood that they are seriously considering opening a branch at this point.

Our old friend Billy Cameron, who was so widely known throughout this district as agent for the Massey Harris Co., was given a banquet by a few of his old friends prior to his departure for Winnipeg where he will go into business with his brother. His friends took the opportunity of presenting him with a handsome gold watch, his name being engraved in monogram form on the outside case.

The Brandon Bonspiel was held during the latter week of January and proved a great success. Over fifty rinks were in attendance from outside points and fifteen locals. Implement dealers, as usual made a good showing; the following members of the trade being present: Hugh Lockhart, of Lockhart & McIntosh, Rapid City; W. Chisholme, of Bradwardine, W. Drummond, Minnedosa, and E. J. Parker, of Pipestone.

The annual meeting of the Brandon Turf Club was held recently, and the prospects for the next big meeting on May 24th, 25th and 26th were never better.

Some four hundred members of the Manitoba Grain Growers' Association held their annual session in the city during January. One of the most important topics under discussion was government ownership of elevators. A resolution endorsing this was unanimously adopted. We note with interest that the premiers who had the matter of government ownership of interior elevators under discussion, have decided against it.

It is a pleasure to report that business in drills and plows has been looking up considerably during the month, despite the exceedingly cold weather. Money, however, continues slow; although, members of the trade here are looking for a considerable amount to be paid in before the spring.

The Cause of Success.

There is a notable claim made by the American Tobacco Company, in response to the suit brought by the United States Government for this company's alleged violation of the Sherman Act. The point this firm makes is that the success of their business has been the result, not of any illegal control of the market nor on account of any illegal means of disposing of their product, but simply of good business management. In enforcing this argument an admirable statement is given of the secrets of success in the retail business, attention to which, rather than the development of a monopoly, has been the cause of the company's successful career. However, this may be, and leaving the legal question to be determined by the courts the conditions of profitable and satisfactory business as enumerated are certainly worth the consideration of every retail merchant. The things which usually bring success in retail business are, according to this company's statement, as follows:

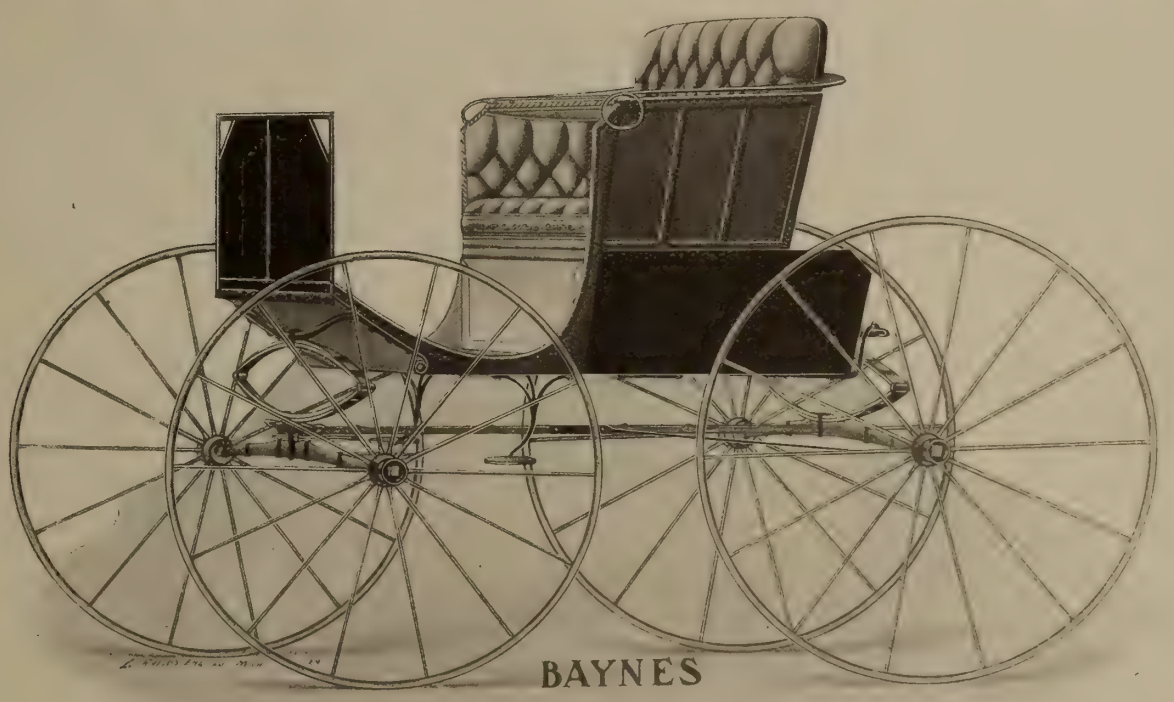
1. An adequate working capital.
2. An efficient organization.
3. A knowledge of the business.
4. Good judgement as to the location of stands.
5. The maintenance of attractive stores, and the keeping of polite clerks.
6. The giving of good value to customers.
7. Trusting to volume of business rather than excessive profits for income.

The visiting missionary at an almshouse stopped for a moment to speak to a very old lady and inquire after her health and welfare. "Thank you, sir," replied the old lady. "Yes, indeed, I've a great deal to be thankful for. I've two teeth left and they're opposite each other."

Little Johnnie, having in his possession a couple of Bantam hens, which laid very small eggs, suddenly hit on a plan. Going the next morning to the fowl-run, Johnnie's father was surprised to find an ostrich egg tied to one of the beams, and above it a card, with the words:

"Keep your eye on this and do your best."

BAYNES' CARRIAGES



No. 552—AUTO SEAT BIKE-WAGON

Baynes' Buggies for Neatness and Style *Baynes' Buggies for Finish and Durability*

We cordially invite every dealer to call and inspect these goods at our Showrooms, corner King and James Sts.

GENERAL AGENTS MANITOBA:

A. C. McRAE, Winnipeg

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

FEBRUARY, 1909.

Take Advantage of Cash Discounts.

It is always the aim of the retailer to buy his goods at the lowest possible price and it is, or should be, likewise his object to dispose of them at this price plus a reasonable profit for his time and trouble in securing them, this profit being over and above the additional cost of handling.

Ever-growing competition in Western Canada and the resultant keener fight for the patronage of the consumer that is developing throughout the country, brought about with the rapidly increasing population and the consequent filling-up of our rural districts, villages and towns, makes it imperative that every retail man should endeavor to take advantage of all the means that will enable him to buy at the lowest possible cost.

There has been considerable change in respect to credits during the past year or two. Previous to that there prevailed a wholesale and indiscriminate granting of goods on time that eventually proved very disastrous for those who engaged in it. Since then, however, a lesson has been learned that will not soon be forgotten.

Within this period also there has sprung up a more general desire on the part of retailers to take the advantage of cash discounts. Very frequently the margin between purchasing for cash and accepting long credit terms represents an amount of cash which is satisfactory to many a dealer without his figuring any further net profit on his business.

In the face of this how it is that cash discounts are so generally overlooked is amazing. This is something that the mail-order concern never side-tracks. Cash discounts represent the greater part, in fact in many cases all, of their actual profit. It is because of this they are enabled to offer prices that look attractive to the country buyer.

Not only should dealers aim to take the benefits accruing from cash discounts, but they should try and induce their patrons to follow their example. It will pay any farmer to go to the bank and borrow money with which to purchase his supplies from the dealer. This any reader can speedily figure out for himself. Any man can afford to sell for less for cash than he can on terms, even short ones. By buying for spot cash and getting the goods at the very lowest cost, compatible with a profit to the jobber or the manufacturer, the dealer is in a much better position to meet the competition of the catalogue house than he would otherwise be.

Business at the present day has simply developed into a struggle in which the law of the "survival of the fittest" will prevail. Competition is so keen that the dealer who would "survive" and secure success must figure his costs close and hard, and never fail to take advantage of any possibility of lower prices that presents itself. Cash discounts is one of the surest ways of curtailing the distance lying between small profits and large ones.

Attend the Banquet and Convention.

During Bonspiel week, to be definite, on Tuesday, February 16th, a banquet will be tendered to the retail dealers visiting Winnipeg. This will be in conjunction with the convention to be held in Manitoba Hall, full particulars of which appear on page 42 of this issue. Every man in the implement and vehicle business who is in the city during the time mentioned is requested to so order his affairs that he will be able to take a part in this movement for trade betterment In order that arrangements may be concluded with the caterer those in charge of the matter will appreciate a line of acceptance from every dealer who intends to be present. Send it to the Secretary, Manitoba Retail Implement Dealers' Association, 901 Union Bank Building, Winnipeg.

Bonspiel Rates and Dates.

From February 10th to 20th the twenty-first annual Bonspiel of the Manitoba Branch of the Royal Caledonian Curling Club of Scotland, and other affiliated branches of the same organization, will be held in Winnipeg. Reduced railway rates are good on all lines; viz., one-way first class fare from all points between Moose Jaw and Port Arthur for the round trip. Tickets will be on sale for those competing in the 'Spiel from February 6th to 10th and for the general public from the 13th to the 17th, all tickets will expire on February 24th.

We Want Every Dealer to Visit Us.

Taking advantage of our opportunities we again extend a very cordial invitation to all the members of the farm implement, machinery and vehicle business, who intend to visit Winnipeg during the Bonspiel Week, or at any other time for that matter, to call and visit us. Since we commenced publication we have ever kept our door on the latch to members of the trade and by this policy we have greatly increased our circle of friends among the dealers of the West.

We feel that in order to make Canadian Farm Implements a more effective factor in the interests of the retail trade that it is necessary that we keep closely in touch with the actual conditions that are met by the men who are selling the goods to the farmers. We want the dealers of Western Canada to know and recognize this as their publication, to realize that it is published in their interests and for their benefit, and to understand that its whole policy may be summed up in the words "for trade betterment."

As publishers we feel that in order to accomplish most and secure the maximum results to the trade we must have their co-operation and support. This is fundamentally essential. From our standpoint it is most encouraging to be able to say that we are getting more help from the dealers season by season, and the dealer who has his interests at heart will undoubtedly accept our statement with a sense of gratification. In proof of this assertion we may state that during 1908 we received more letters from dealers requesting information on a vast variety of subjects than we have received in all our previous years of publication.

Naturally, then, we have an earnest desire to meet and become acquainted with dealers from the country. We never go into a town but we make it a point to call on every dealer in it. Now it is practically impossible for us to make a personal visitation to each town; consequently, we do the next best thing,—invite dealers to come and see us when in the city. Our office is located at 901-2 Union Bank Building, and from our windows may be secured one of the best glimpses of Winnipeg's growing wholesale section.

If you have called on us before we want you to come again and renew and strengthen our friendship. If you have never visited us come and let's get acquainted.

A Spreading Answer.

Farmer, (from a-way-back)—"What does the manure spreader do?"

Dealer, (who has learned his lesson)—"Why the manure spreader spreads fertility over barren fields; it eventually spreads the crop yield into larger proportions; it spreads ease and comfort over an otherwise disagreeable, hard, and comfortless task; it spreads granaries into larger size and the farmer's bank account over more pages and into larger figures; it spreads happiness in the home; it spreads satisfaction in the mind of the farmer and his hired man; and it spreads assurance of larger yields and better profits in the soul of every tiller of the soil who has enterprise enough to spread himself into the possession of a manure spreader. That's what the spreader does."

If there be a faith that can move mountains, it is faith in one's own power.

New Officers Winnipeg Wholesale Implement Association.

Thos. P. Bell,
President.

S. S. Bean,
1st Vice-President.

J. M. Reid,
Second Vice-President.

Annual Meeting of Winnipeg Wholesale Implement Association held January 29th.

Thos P. Bell succeeds John Stevens a President.

There was a large and representative turnout of the members of the interests forming the Winnipeg Wholesale Implement Association at the annual meeting of this organization, which was held in the Manitoba Hall on Friday evening, January 29th. The gathering convened for supper at 6.30 p.m., and after doing ample justice to an excellent repast took up the matters of business on the programme.

President John Stevens, who occupied the chair, presented the annual report, in which the members were congratulated upon the improvement in trade conditions prevailing over those of a year ago. Then all felt dubious on account of the financial situation, which, to a large extent, was the result of speculation, aggravated by the failure of the 1907 wheat crop. Today confidence has been restored and all felt that they were on the eve of better and steadier times. It was necessary, in the opinion of business men, that a check be put on speculative operations so rampant through the country. The conditions that prevailed in the fall of 1907 were characterized as of a rather feverish nature, and the report stated that as a result some of the transactions put through were of a very delirious character. Then extravagance appeared to be in the air, but up to the presentation of the report it had not been announced that the microbe hunter had discovered the germ. The resume also indicated the work which has been conducted by the association during the past season, and outlined many suggestions that might profitably be adopted for the future.

Mr. Stevens tendered thanks to the officers and members for their services and support during his tenure of office.

The next order of business was the election of officers for the ensuing term, resulting as follows: President, Mr. Thos. P. Bell, the Robt. Bell Engine & Thresher Co.; 1st Vice-President, Mr. S.S. Bean, American Seeding-Machine Co.; 2nd Vice-President, Mr. J. M. Reid, Ontario Wind Engine & Pump Co.; Mr. Thos. W. Leairie was re-elected Secretary-Treasurer. The Executive Council for 1909 will be composed of Mr. John Stevens, Past President; Mr. Z. K. Carson, Parlin & Orendorff Canadian Plow Co.; Mr. M. J. Rodney, International Harvester Co., representing the implement section; Mr. E. A. Mott, Cockshutt Plow Co. and H. F. Anderson, Tudhope-Anderson Co., representing carriage section; and Mr. George W. Erb, Waterous Engine Works Co., and Mr. John Turnbull, Sawyer & Massey Co., representing the thresher section. The representatives appointed to the Winnipeg Industrial Exhibition Association were: Mr. John Herron, Waterloo Mfg. Co.; Mr. E. A. Cutler, Gaar Scott Co.; and Mr. I. J. Haug, Haug Bros & Nellermoe Co.; Messrs. C. H. Whitaker and J. M. Reid were delegated to represent the association on the Winnipeg Industrial and Development Bureau.

Personals.

Mr. Ed. Stout is commencing in the agricultural implement and vehicle business at Olds, Alta.

Mr. J. W. Fisher has started in the implement and vehicle business at Delisle, Sask.

Mr. W. J. Fairburn has taken over the business of Gordon Bros. at Carnduff, Sask.

Mr. A. E. Hughes, dealer at McAuley, Man., has disposed of his establishment to Messrs. Miller & Trotter.

J. A. Reid & Co., of Dauphin, Man., are understood to have taken over the business formerly conducted by Tait & Job.

Mr. T. A. McKee has been succeeded in the implement business at Didsbury, Alta., by Mr. John E. Liesemer.

It is with regret that we record the death of Mr. Peter J. Funk, the well-known dealer at Rush Lake, Sask.

Mr. V. C. McCurdy, the well-known implement dealer at Moosomin, Sask., was in Winnipeg on business during January.

Bell Bros. is the name of the concern that recently took over the business of Mr. H. J. Wiens, at Lockwood, Sask.

Mr. James McLean, dealer and blacksmith at Headingly, Man., sold the latter business to Mr. John Copp a short time ago.

At Tisdale, Sask., the implement firm of Renner Bros. is dissolved Mr. G. W. Renner will conduct the business for the future.

Mr. E. Downton, implement and vehicle dealer, Wilcox, Sask., has been succeeded by Munroe & Downton.

Robinson Bros., at Manor, Sask., have taken over the business formerly conducted by Mr. T. C. McDiarmid.

Johnson Bros. is the name of the new concern that recently established an implement and vehicle warehouse at Govan, Sask.

McKenzie & Aarnes, of Milestone, Sask., are reported to have dissolved partnership. It is understood that Mr. J. R. McKenzie will continue alone.

A report has just been received that Mr. Henry Haddon has disposed of his implement and vehicle business at Olds, Alta., to Mr. John Kemp.

Mr. F. W. Ferguson, dealer at Sedley, Sask., passed through the city on his way home after spending the holiday season with friends and relatives in Eastern Canada.

It has been reported that the Nokomis Implement Co., of Nokomis, Sask., has dissolved and that Mr. George Brush will continue in the future.

It is reported that Mr. E. H. Wilkinson, dealer at Treesbank, Man., has decided to open in the implement and vehicle business at Wawanesa, Man.

Information has been received to the effect that Mr. W. T. Trofel is commencing in the implement and vehicle line at Churchbridge, Sask.

Mr. J. P. Minhinnick, western manager of the Frost & Wood Co., was out of the city for a couple of days the end of January in the interests of his house.

Mr. H. W Gorman, implement and harness dealer at Erskine, Alta., is reported to have sold out. Who secured his business we have been unable to learn at this writing.

Mr. C. W. Prentice, traveller for the American Seeding Machine Co., has just returned to work after being laid up for a couple of weeks on account of a sprained ankle.

Mr. E. Ellwood, joint manager of the Empire Cream Separator Co., is making a tour over the Western territory. He expected to reach home in time to entertain dealers during the Bonspiel.

Mr. L. D. Logan, manager of the Sharples Separator Co., here, was out on a visit to a number of Western points during the last couple of weeks. Mr. Logan is rapidly getting posted on conditions governing in this territory.

The implement firm of Larson Bros. & Halin, Glen Avon, Sask., have been succeeded by Larson Bros. & Olson. The Larson Bros. who remain in the new firm also have a business at Windthorst, Sask.

Mr. I. J. Carruthers, of the implement firm of Carruthers & Ellis, Lashburn, Sask., was in the city for a week or so recently calling on members of the trade. While here he spent a considerable time with the Ontario Wind Engine & Pump Co.

Mr. D. M. Hackney, manager of Raymond Mfg. Co., makers of the sewing machines of that name and the National Cream Separators, was up to Portage la Prairie on business the end of the month. His assistant, Mr. Wm. Faulkner, was out on a trip West since our last issue.

Mr. W. B. Sharp recently joined the road staff of the Ontario Wind Engine & Pump Co. Mr. Sharp was formerly connected with the selling force of the International Harvester Co. and also for a time represented the Mason Campbell Co. He will act in the capacity of a general traveller for the Ontario people, carrying their smaller lines.

Mr. C. Ellwood recently resigned his position with the American Seeding-Machine Co., whom he represented in northern Saskatchewan, to accept an apointment to the staff of the Hart-Parr Co., of Charles City, Iowa. It is understood that Mr. Ellwood will represent this firm in Illinois, Indiana, Wisconsin and Iowa.

Mr. H. A. Dunn, manager of the John Deere Plow Co., at Calgary, Alta., was in the city for several days a short time after the middle of last month. He reported excellent conditions throughout Alberta and stated that the prospect for future business was the brightest in the history of that particular province.

Mr. R. McKenzie, manager of the McLaughlin Carriage Co., recently left for a visit to the head office and factory of the company at Oshawa, Ont. Prior to going to the East Mr. McKenzie visited Kansas City, Mo., and also a number of other big cities to the south. He expected to get back to Winnipeg about Bonspiel time.

The De Laval Separator Co. conducted a school of instruction for De Laval representatives the latter end of the month. Practically all the road staff of the firm were in. Needless to say Manager F. J. Weed and his assistant, Mr. N. Dow, had their hands full, but there are a whole lot of men that know more ways to sell a cream separator than they ever did before.

Mr. Geo. A. Higginbotham, of the travelling staff of the Cockshutt Plow Co., was in the city about the beginning of the last week of last month, having just returned from an extended trip over the Manitoba territory in connection with collections. Mr. Higginbotham reports money coming in very freely and stated that there was a splendid outlook for future business.

Mr. C. C. Macdonald, so well known throughout Manitoba and the other provinces of the West on account of his long connection with the cream separator business, recently joined the staff of the American Seeding-Machine Co. and will act as their representative in northern Saskatchewan. We believe the connection will be profitable to the company and wish Mac all success in his new sphere of activities.

That the implement dealer takes a deep interest in the progress of the commercial life of his community is again evidenced by the election of an implement man to the presidency of the Board of Trade in a western town. This is Mr. W. D. Dunlop, of W. D. Dunlop & Co., of Yorkton, Sask., who was recently made the president of the Board of Trade of that place. We extend our congratulations.

Mr. W. A. Luke, dealer at Osage, Sask., recently notified us that he had sold out to Dubey & Harkin, dealers at Fillmore, Sask., but that he had entered into partnership with Mr. J. E. Ellis, of Stoughton, Sask., to start an implement and vehicle business at Brownlee, Sask., under the name of Ellis & Luke. We appreciate Mr. Luke's kindness in informing us of this change and hope every other dealer who makes a move of this kind will follow his example.

Mr. Robert Walker, better and more generally known as "Bob," general representative of the Armstrong Carriage Co., of Guelph, Ont., is just back to the city from an extended visit to the coast. He speaks of very satisfactory conditins throughout the West, and marks a wonderful improvement over conditions at this time last year. It is his intention to remain in Winnipeg until after the Bonspiel when he will go east to the factory.

Mr. A. C. Ross, of the Sharples Separator Co., with headquarters at Calgary, was in the city recently attending a convention of the Sharples representatives. Mr. Ross stated that the possibilities for the sale of cream separators in Alberta was increasing continually and that the province was destined to be a most profitable

Prevents Smut

Western Grain Pickler

A MAN or a Boy can operate it. Fast and thorough; treats every grain.
Easy to operate, works equally well with all kinds of Grain.

NO WASTE OF LIQUID

Strong and Durable; a Perfect Machine for Pickling Seed Grains to prevent Smut

Get the agency for your district. Ours is the best proposition ever offered Western dealers.

Brazziel & Co., Oak Lake, Manitoba

Sole Manufacturers

field for the separator manufacturer. He is looking forward to a larger volume of business in 1909 than he had the pleasure of booking in the past.

Mr. Joseph Maw, president of Joseph Maw & Co., together with Mr. Stanley and Miss Eva Maw, Mr. P. F. Plews and Mr. Fernon Lion, recently left for Chicago, where he and his party will attend the Chicago Automobile Show. Mr. Maw, and those with him, are making this trip for the express purpose of becoming fully familiar with the latest appliances and accessories in connection with the automobile business. They expect to return to Winnipeg about the middle of February.

Mr. M. J. Rodney and Mr. R. H. Potter, general agents for the International Harvester Co., at Winnipeg and Saskatoon, respectively, just returned to their homes from a visit to the head office of the company at Chicago during the middle of January. Mr. J. A. Brookbank, Mr. W. McCallum, and Mr. J. C. Hyndman, the company's general agents at Calgary, Edmonton, and Brandon, respectively, are at the head office at the present time. They went south about the beginning of the last week in January.

The trade will be interested in knowing that Mr. Wm. Bourke, who has been connected with the travelling staff of Parlin & Orendorff, Canadian Plow Co., has decided to forsake the road and engage in the retail implement business at Brandon, Man. Mr. Bourke will handle among other lines Gray vehicles and American-Abel threshing machinery. As Mr. Bourke was the winner of Canadian Farm Implements' Popular Voting contest we take a particular interest in his decision to join the ranks of retail men and wish him every success in his new position.

Mr. J. H. Colville, manager of the Sharples Separator Co., at Toronto, accompanied by Mr. L. D. Logan, his assistant, was in the city having a conference with representatives of his company since our last issue. The following travellers were present: Mr. A. C. Ross, Calgary; R. Ray, Regina; P. Brady, Warman; and E. Forrest, Winnipeg. It is understood that the company will open a branch in Winnipeg for Western Canada, under the management of Mr. L. D. Logan. Full particulars of this matter will either appear in this or a subsequent issue of our paper.

Mr. Henry Horsman, president and general manager of the Dominion Carriage Co., of Toronto, accompanied by his representative from this territory, Mr. H. H. Gracey, was recently in the city on his way to the West. It is understood that Mr. Horsman's intention is to establish a branch house for this territory, but where it would be located had not been definitely decided when he called on us. His company have been enjoying a most profitable business from the West, and they are making preparations to take care of a greater volume of trade in the future. He was very pleased with reports of prospects and the results of the past year in the matter of collections. Mr. Gracey reported a pleasant time during the Christmas holidays.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently returned from a month's visit to the factory of his company, at Brantford, Ont. While away he visited Toronto, spent a few days in Chicago, and came home by way of St. Paul and Minneapolis. Discussing conditions in the east Mr. Mott stated that in a general way there was a gradual revival in business and a much improved feeling in manufacturing circles. He stated that business at the Cockshutt factories kept them working to the limit. "The revival of business in the West, the generally improved conditions over the whole country, and the number of large foreign orders which have recently been received by us," said Mr. Mott, "assures us the largest output in 1909 that we have ever had in the history of the company. Our foreign trade is expanding very rapidly and orders have been received within the past few weeks from Russia, South Africa, South America, Great Britain and Norway."

The Sharples Separator Co. open Branch Office in Winnipeg.

The Sharples Separator Co., in response to urgent requests from their many local agents in the West, have recently opened offices and warerooms in the McRae Block, corner King and James Streets, Winnipeg. A full line of Sharples' tubular cream separators will be kept in stock at the new quarters, which are commodious and are situated in the heart of the business section of Winnipeg. The expenditure of a good deal of money has been incurred in fitting up the new offices and warerooms so as to make the establishment conform to the high standard of Sharples ideals, and the many dealers in the Prairie Provinces who are handling the Tubular, as well as those who are not, are invited by the company to call whenever they have occasion to visit Winnipeg.

According to advices from the management the rapidly increasing popularity of this line of separators throughout the West has made this additional office a necessity, and

Mr. L. D. Logan.

they expect that the transaction of business in Western Canada will be greatly accelerated as the result of the opening of this new office and thoroughly up-to-date establishment in the Western metropolis.

Mr. L. D. Logan, who has acted as assistant manager of the chief offices at Toronto, where the Canadian factory is also located, for the past four years, is in charge of the new branch, and this fact is a sufficient guarantee that the best interests of the dealers will at all times be paramount. Before coming to Canada Mr. Logan was associated with the Chicago office of the Sharples Co. for several years, and his long experience in this line renders him particularly well fitted for the discharge of his new duties.

Early in January there was a conference of Sharples Western representatives in Winnipeg when a policy was adopted for 1909. During this time arrangements were completed to go after the business in the most agressive style.

Twine Prices for 1909.

Twine prices were announced by the Plymouth Cordage Co. through their representative at Minneapolis on January 22nd, as follows:

Sisal	7½
Standard	7½
Standard Manila (550 feet)	8
Manila (600 feet)	8¾
Pure Manila	10

Three days later, on January 25th, the International Harvester Co., of America, announced these prices from their Chicago headquarters:

Sisal	7½
Standard	7½
Manila (600 feet)	8¾
Pure Manila	10

These prices are for small lots f.o.b. Chicago, Milwaukee and other central points. There is the usual allowance of 1-8 cent per pound for lots of 10,000 pounds or ¼ cent per pound for 20,000 pounds or car load.

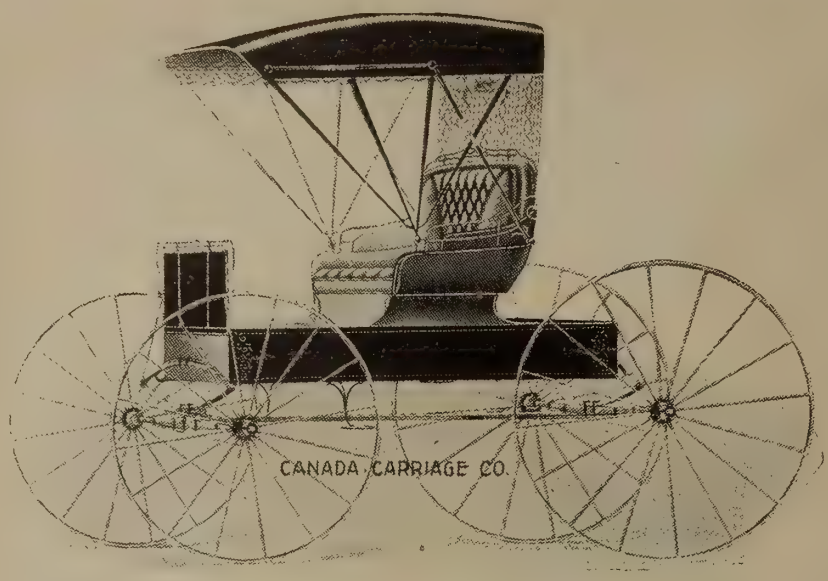
The above figures are f.o.b. Chicago or points taking like rate of freight. In order to arrive at Western Canada prices dealers must add 75 cents per 100 pounds, f.o.b. Winnipeg.

In comparison with the prices quoted last season the new schedules show a reduction of ¾ cent for sisal and standard; 2½ cents on 600-foot manila, and 3 cents on pure manila. Compared with the prices that ruled for 1907 the reduction is over 2 cents on sisal and standard; 3½ cents on 600-foot manila and 4 cents on pure manila.

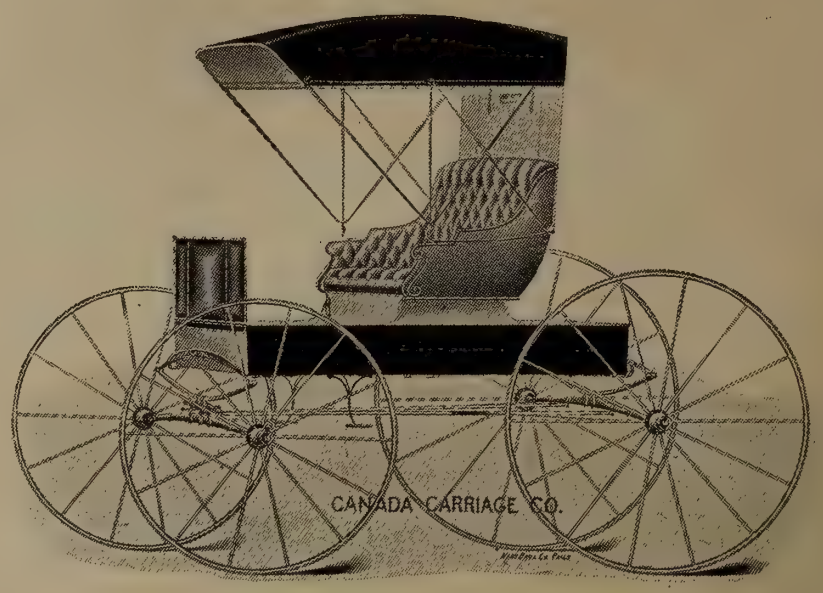
A Strong Point.

In connection with the late question of oriental immigration into British Columbia this is one of the best arguments heard on the subject.

"Recently published statistics of the naturalization of Japanese immigrants show that practically all of them become Canadian citizens. Instead of being satisfactory, this practice on their part is exactly the reverse. People so astute as they are may be presumed to have an intelligent purpose in view, and that purpose probably is to obtain possession of the natural resources of the Pacific coast, to acquire political predominance in British Columbia, and to mould legislation and administration there to suit their own interests. This, and not either wages or trade, is the really important issue involved in the agitation.



No. 53 Brockville

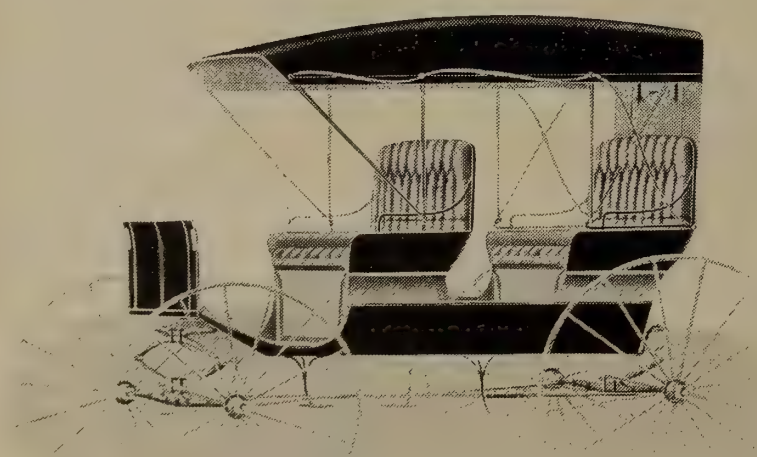


No. 548 Brockville

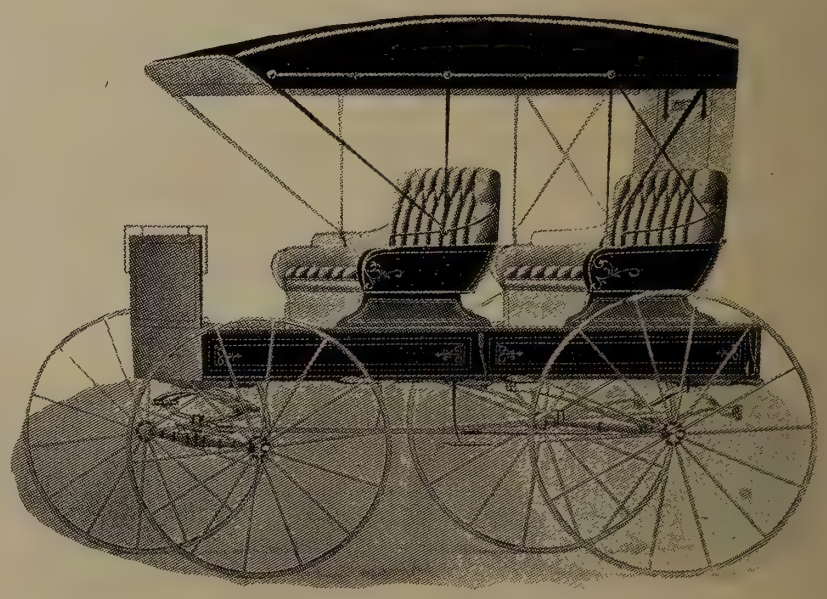
We extend a most cordial invitation to every Dealer in Farm Machinery, when in attendance at the Winnipeg Bonspiel to make our Office and Repository their Headquarters while in the City.

We will have on display in our two large Show-Rooms our full line of goods for your inspection.

One Show-Room will be devoted exclusively to our large line of Brockville Buggies—"Canada's Standard," and Reindeer line. The largest up-to-date line of Vehicles ever shown in Canada.



No. A 400 Reindeer



No. 64½ Brockville

JOHN DEERE PLOW CO. LTD.

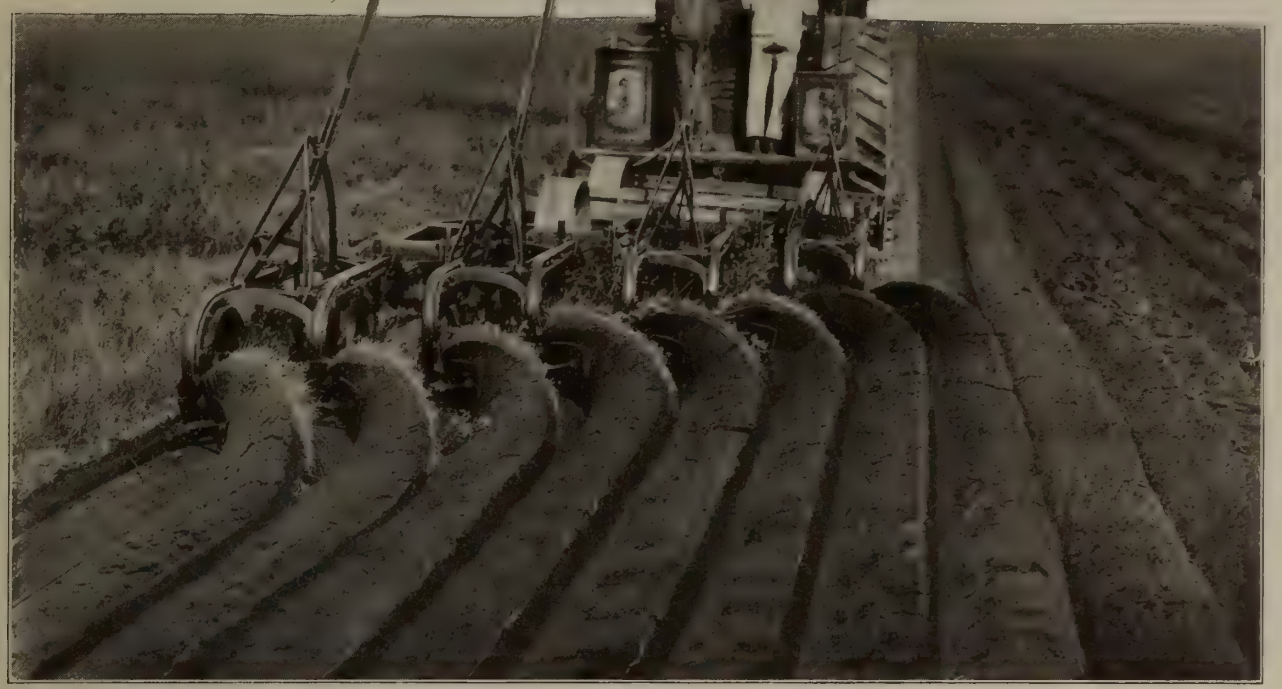
Winnipeg

REGINA **CALGARY** **EDMONTON**

JOHN DEERE BIG ENGINE GANG

Mounted on wheels, all wheels completely covered ; dust proof bearings ; front wheels castor.

We will have an Eight Bottom Deere Engine Gang mounted on wheels, on our sample floor, 120 Princess Street during Bonspiel, Come and see it.



The plow beams, and bottoms, are flexible and independently attached to a triangular steel frame of very strong construction.

Beam hitch with screw adjustments.

Operator can adjust plow while in motion.

Individual gang of two plows operated with one lever.

Made in 6, 8, 10, 12 and 14 bottoms.

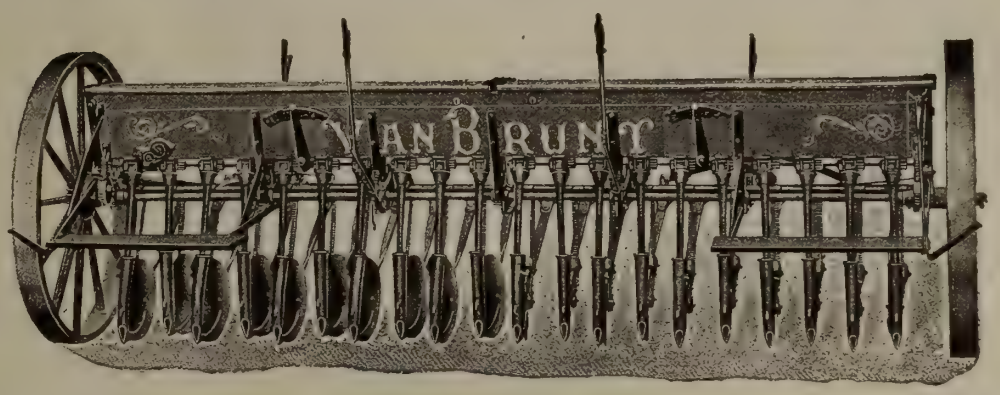
THE DISC GRAIN DRILL was a novelty 10 years ago. To-day it is the Standard Seeding Machine. VAN BRUNT construction has made it practical and successful in all sorts and conditions of soil.

THE VAN BRUNT DISC DRILL

HAS MADE ITS WAY BY THE WAY IT'S MADE.

1
CLOSED DELIVERY
Seed is conducted to bottom of furrows and can not be deflected by upward turn of Discs.

2
DISC BEARINGS
Indestructible and require only one or two oilings in a season.



3
DRAW BARS
On concave side of Disc provide a direct line of draft, allow the greatest amount of clearance between the Disc and leave the faces of the Revolving Discs unobstructed to agitate soil and trash, thereby preventing clogging.

4
TILTING LEVERS
Balance machine to condition of land, size of horses and regulate depth of Grain Boats in the furrows.

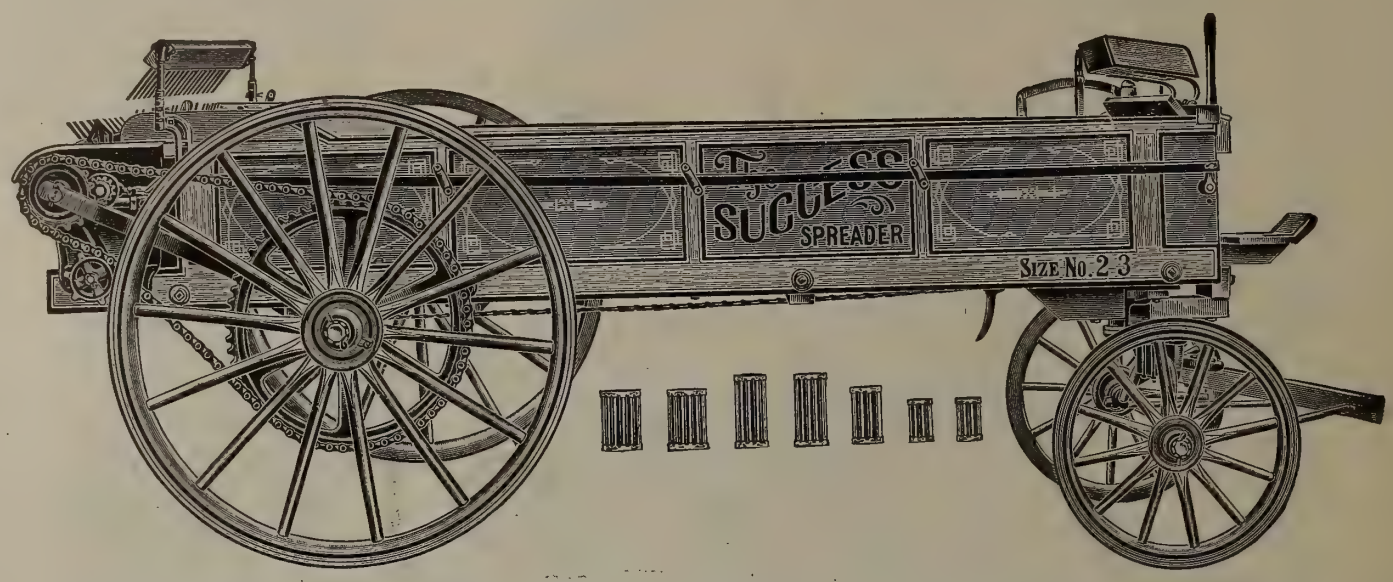
THE VAN BRUNT WAY IS THE RIGHT WAY.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

SUCCESS ROLLER BEARING LIGHT DRAFT SPREADER

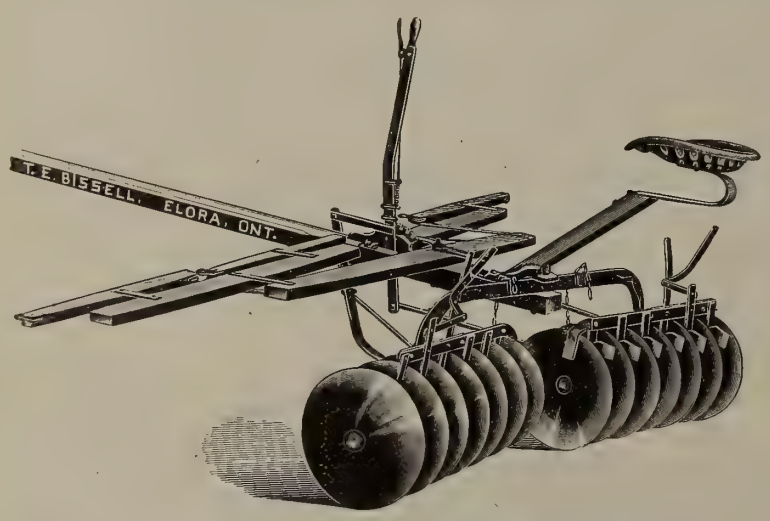


SEVEN SETS ROLLER BEARINGS with correct construction throughout make it one horse lighter draft than old style Spreaders.

Dealers handling this spreader have no competition. It is not necessary to talk price when selling the SUCCESS. They can be and are sold at a good profit.

Farmers want a spreader that is simple, light draft, free from breakage, and one that pulverizes manure perfectly. This combination of features is found only on the SUCCESS ROLLER BEARING LIGHT DRAFT SPREADER.

SECURE AGENCY NOW.



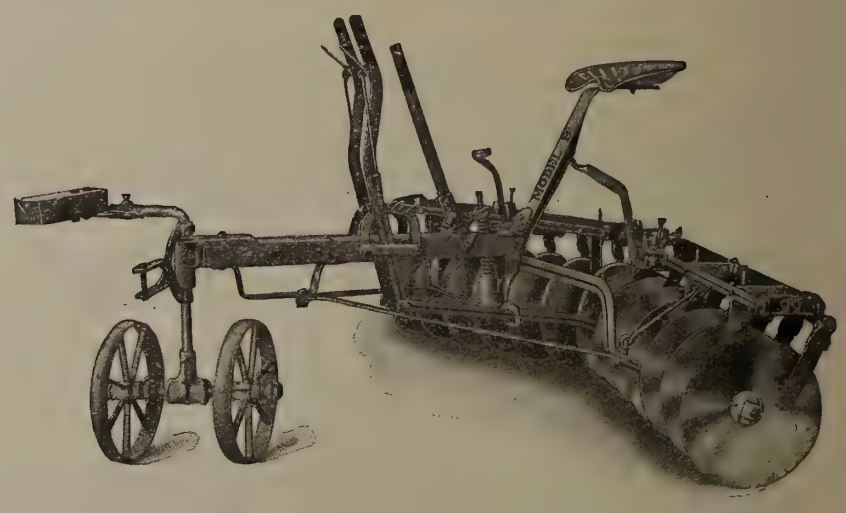
Genuine Bissell Disc Harrow

The Disc that Farmers want. **Some Good Features** are—CORRECT BALANCE—Stays down at its work, does not buckle, bind and hump up in the centre.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The HITCH is well back, the seat projects at the rear of frame; no weight on necks.



Model B. Disc Harrow with Tongue Truck

The only really flexible disc harrow built. Spring pressure feature holds gang to their work.

Bearings are hard maple (soaked in oil).

Steel shanks or standards, are strong and give more clearance.

Oscillating scraper (adjustable), will scrape where most needed.

Each gang is equipped with a large bumper in centre, taking end thrust.

Tongue Truck.

Tongue truck is made universal to fit all makes of Deere Disc Harrows. The only truck made with set-over pole for 3-horse hitch.

JOHN DEERE PLOW CO. LTD.

Winnipeg

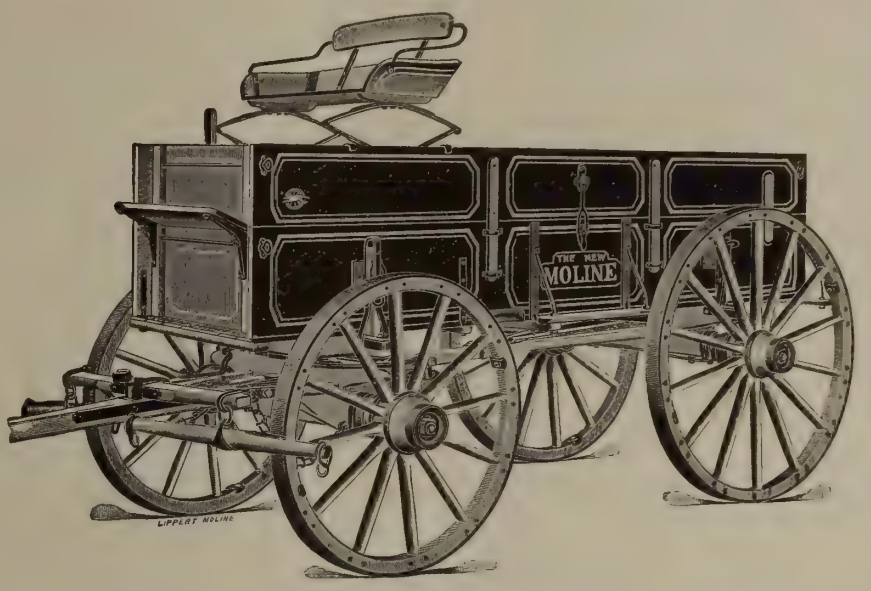
REGINA **CALGARY** **EDMONTON**

NEW MOLINE WAGON

WHAT CONSTITUTES A GOOD WAGON?

FIRST. The most important requisite for a lasting farm wagon is good **WOOD STOCK.** This is the foundation and must be right if the completed structure is to be enduring.

SECOND. The **IRONING** must be applied on proper principles if it should properly fulfill its purpose to strengthen, brace and prevent undue wear of the wood portions. Must be of best quality and good weight, but not prove an interference with that characteristic of the wood which is so essential to the life of a farm wagon, its elasticity.



WHAT CONSTITUTES A GOOD WAGON?

THIRD. The **PROPORTIONMENT** of the component parts must be correct, to the end that each member shall be adequate to withstand the strains put upon it, and that none shall be spared any portion of its proper work at the expense of its fellows.

FOURTH. The **FINISH** must be good, with durable paints and varnishes, also attractive in appearance.

FIFTH. And last, but by no means least,

A FARM WAGON MUST BE LIGHT OF DRAFT

Clad in Iron, Shod with Steel

THE MOLINE WAGON consists of a hardwood foundation, with heavy iron and steel reinforcements. It not only has heavier pattern **woodwork** but the **iron** and **steel** that doubles its durability, is of **extra size, extra weight** and **extra strength.**

—Steel against steel at friction points.

—Iron protecting wood where strain is the greatest.

—Double bracing of gears and grain-tight box. Is it any wonder that farmers call this wagon the **"IRONCLAD?"**

NEW-DEAL WAGON

NEW-DEAL WAGON.

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

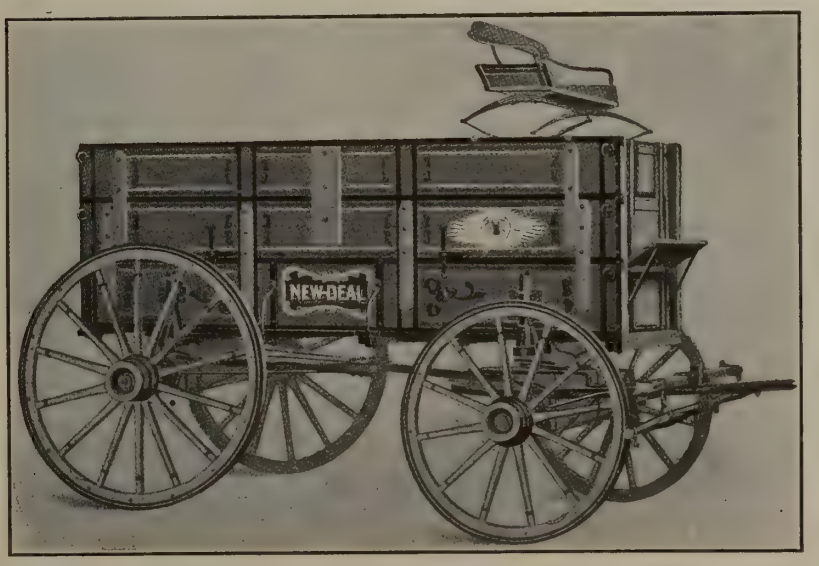
Skeins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



NEW-DEAL WAGON.

Spring seat, with 3-leaf springs, (not single leaf).

Steel bolster plates on side of box.

Neckyoke 48 in. long, (not 42 in).

Has trussed tongue, cannot break or warp.

Has channel ironed reach really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

A WAGON YOU CAN SELL AT A PROFIT

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Carriage Users Negligent.

Dealers Profit by Educating Customers in Care of Vehicles—Some Good Rules.

Some one has said that a satisfied buyer is a walking advertisement for the dealer. He is also a talking advertisement, for the man who is pleased with the goods purchased does not hesitate to recommend them and the seller to his neighbors. Many instances could be cited showing this to be true. In the vehicle trade satisfaction of buyers proceeds from the durability and appearance of their jobs after hard service. A vehicle that wears well and looks well is so great a source of satisfaction to the buyer that he takes pride and pleasure in speaking of it to his neighbors.

To insure complete satisfaction to the buyer the dealer must, of course, sell work of good quality. It is a self-evident proposition that a vehicle made of inferior material is not durable, says a writer in Farm Implement News. In the next place the dealer must impress upon his customers the importance of bestowing due care upon their vehicles. Abuse and neglect will not only ruin the appearance, but shorten the life of the highest grade of vehicle made.

Strangely enough the average vehicle buyer, though he takes pleasure in a job of handsome appearance, rarely gives his vehicle the care that insures that appearance. Apparently it does not occur to him that anything more than ordinary care is required. But if at the time of making the purchase his attention is called to the importance of extraordinary care and he is supplied with a set of rules for the care of vehicles, he is not likely to neglect the job.

Some vehicle dealers have a theory that too much care is detrimental to their business, making sales less frequent. This may be true, but we venture to say that the dealer who sells good vehicles to customers who take good care of them will derive greater profit from his business than one who sells inferior jobs, or one who sells good work to people who abuse and neglect it. The advertising a dealer gets from the satisfied customer enables him to obtain profitable prices on every job sold. We believe, therefore, that it pays the dealer to educate his customers in the care of vehicles. The best method is to give each buyer a card of instructions. This plan is followed by some of the most successful dealers. Here are a dozen good rules and the dealer himself will find it profitable to follow them in so for as they apply to his stock:

RULES FOR THE CARE OF VEHICLES.

1. Vehicles should be kept in an airy, dry place. There should be a moderate amount of light, otherwise the colors will be affected. The windows should be curtained to avoid having direct sunlight on the vehicle.

2. There should be no communication between the stable and the carriage house. The manure heap should always be located as far away as possible. Ammonia fumes crack and destroy varnish, and fade colors both of paint and lining. Also avoid having a vehicle stand near a brick wall, as the dampness from the wall will fade the colors and destroy the varnish.

3. Whenever a vehicle stands unused for several days, it should be protected by a large cotton cover, sufficiently strong to keep off the dust, without altogether excluding the light. Dust, when allowed to settle on a vehicle, eats into the varnish. Care should be taken to keep this cover dry.

4. When a vehicle is new, or newly varnished, it is better for it to stand a few days and to be frequently washed and well dried off before using. Frequent washings with cold water and exposure to fresh air, in the shade, will also help to harden and brighten its finish. Never allow mud to remain long enough upon a newly varnished vehicle to dry upon it, or spots and stains will invariably result.

5. While washing a vehicle keep it out of the sun. Use plenty of water, taking great care that it is not driven into the body to the injury to the lining. Use for the body panels a large, soft sponge. When saturated squeeze this over the panels, and by the flowing down of the water the dirt will soften and harmlessly run off. Care should be taken to wipe the surface quite dry with soft chamois leather after each washing.

6. The directions given for washing the body apply as well to the underparts and wheels, but use for the latter a different sponge and chamois than those used on the body. Never use a "spoke brush," which, in conjunction with the grit from the road, would act like sandpaper on the varnish, scratching it, and, of course, removing the gloss.

7. Never allow water to dry of itself on a vehicle, as it will invariably leave stains. Hot water or soap should never be used in washing a varnished surface.

8. Inspect the entire vehicle occasionally, and whenever a bolt or clip appears to be getting loose, tighten it up with a wrench, and always have little repairs done at once. Should the tires of the wheels get at all slack, so that the joints of the felloes become visible, have them immediately contracted, or the wheels may be permanently injured. "A stitch in time saves nine."

9. Aprons and curtains should be frequently unfolded and aired, or they will soon decay.

10. Examine the axles frequently. Keep them well lubricated, and see that the washers are in good order.

11. Use castor oil. In winter add one-fourth petroleum to make it fluid. Use oil sparingly on all metal joints, such as ends of springs, king bolt sockets, fifth wheels, etc., and carefully remove any excess, as oil deadens the varnish.

12. Do not defer revarnishing until the carriage becomes shabby. Varnish as often as needed and save expense of repainting.

WE GUARANTEE

The NEW-SUPERIOR

To be the **most thoro and fastest cleaner** on the market as well as being strongly built. The Superior has patented sieves which are the simplest things made, but every one says it is the king of wild oat separators.

We have a few agencies still open and we want a good man at every point. Are you open to handle a money-maker? If so write us at once for our liberal proposition.

If in during Bonspiel call and see us.

The HARMER IMPLEMENT COMPANY,

142 Princess Street, WINNIPEG.

Edmonton.

Mr. Robt. Smith, of Wm. Gray & Sons Co., is on a business trip through this territory.

Mr. E. J. Caseley, of the Bellamy Co., paid a visit to Fort Saskatchewan, Alta., on business a short time ago.

Mr. John Burr, the energetic representative of the Nichols & Shepherd Thresher Co., is in the city on business.

Mr. M. A. Harpell, of Harpell & Pawling, implement dealers at Wainwright was a visitor to the city since last report.

Mr. T. McKnight, of the E. N. Heney Co., Montreal, was a visitor to the capital recently. He was here looking for business for his firm, and getting it.

Mr. E. H. Christenson, representing the Reeve Co. threshing machines, whose headquarters are at Edmonton, was down on a business trip over the C.N.R. line as far east as Lloydminster.

Mr. E. McColl, manager of the collections department at Regina, Sask., for the Reeves Co., was a visitor at the capital recently. He was here on business for his firm.

Mr. W. G. Hunt, manager at Calgary for the Massey Harris Co., was a visitor to the city quite recently. Mr. Hunt was very optimistic regarding the business outlook for the coming season.

Featherstonhaugh & Tobin, implement dealers at Leduc, Alta., have dissolved partnership. Mr. Tobin will continue the business alone, and the gentleman with the long name will conduct a similar business at Outlook, Sask.

Mr. R. B. Cockerton, of the McLaughlin Carriage Co., whose headquarters are at Calgary, paid us a visit on his way to points along the C.N.R. Mr. Cockerton expects to go as far east as Winnipeg.

Mr. W. J. McCallum, general agent at Edmonton for the International Harvester Co., left on a business trip to Chicago and other eastern points about the middle of January.

Mr. R. C. Switzer, of Wetaskiwin, Alta., western representative for the Waterous Engine Works Co., was a visitor to the city last month. Mr. Switzer is as vigorous as ever in pushing the popular lines of his company.

Mr. M. McCusker, representing the Massey Harris Co., at Tofield, Alta., was a visitor to the city a short time ago. He reports busi-

ness as being good. Mr. McCusker seemed quite pleased as regards the way farmers were paying up their notes this year.

King Frost has been doing the Edmonton district for the past two weeks making new records; the thermometer registering 30 to 40 degrees below zero. The coal operators have been kept very busy meeting the local demands. Sleighing is very good making the hauling comparatively easy.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co., at Calgary, was in town the last of January. He was accompanied by Mr. Alfred James, the newly appointed blockman for the Cockshutt Plow Co. They went east for the purpose of visiting points along the C.N.R. Mr. James was for a considerable time with the International Harvester Co. people and should prove a valuable man in his new position. We bespeak for him every success.

Mr. William Pinn, formerly with the J. I. Case Threshing Machine Co., and for the past six months acting as general agent for the Sawyer & Massey Co., in the northern portion of the province, will now have his headquarters at Edmonton, and will control the territory east and north for this company. We bespeak for Mr. Pinn a continuance of the success that has so far attended his efforts. Mr. E. J. Ramsay, who has done considerable work in this territory for the Sawyer & Massey Co., along with Mr. Pinn, will now devote his time to points on the C & E line and tributary branches also as far south as Airdie, Alta.

Confidence is a magnet that draws trade, and one thing that makes for solidity and permanency in any establishment looking to business from independent purchasers.

The Local Newspaper and the Dealer.

Co-related and interdependent the business of the retailer and that of the newspaper publisher or editor in a town must stand together, and yet this relationship is very often much abused. It is unfortunate for the newspaper, the retailer, and the welfare of the town generally when there is a lack of harmony and co-operation between these parties.

Much of this condition is due to misunderstandings, selfishness, and lack of good, sound, common sense on both sides. In many instances the storekeepers think the rate the newspaper owner charges for advertising is too high and that they do not derive benefit from their advertising, while on the other hand the publisher or editor is prone to feel that the merchants of his town are not giving him the amount of advertising that they should.

So far as the above phases of the situation are concerned there are things that must and can only be settled between the parties interested. That advertising pays has been proven beyond doubt. However, it is difficult in a small town to directly trace the results of advertising. Sales made today, it should be remembered, may be the result of advertising for six months back. The results of advertising may be immediate or they may not, and very frequently the latter is the case. If the question of advertising's value is surveyed from any point it will generally show that the houses that enjoy a good business are the ones that use liberal space in the local papers.

Beyond this the merchant should remember that the money spent with his home newspaper is spent with an additional purpose in view than merely that of bringing him returns. He should remember that local patriotism demands his support of the local organ. The newspaper is the medium that backs the local merchant and there should be nothing but harmony and the heartiest co-operation between these parties.

A Very Fine Gift.

Among the neatest and most useful reminders distributed since the New Year is the handsome wallet which the Ontario Wind Engine & Pump Co. sent out to over two hundred and fifty of their good friends the dealers. This is a handsome, black leather case and is got up without regard to the matter of expense, the company believing it better to send out a good article that will last than something that would be discarded in a short time. On the inner flap of the wallet appears the words "Compliments of the Ontario Wind Engine & Pump Co." Accompanying this gift was a letter wishing the recipient a very prosperous New Year and one in which his cash sales and his collections would be so easily secured as to keep the wallet well filled at all times. The company requested that the reverse side of the letter be used to note any enquiries for their lines and that it be returned to them. Up to date they report very satisfactory results.

Centenary Celebration of Cyrus H. McCormick's Birth.

Numbered among the notable events of the past that will be commemorated during 1909 will be the centenary anniversary of the birth of the late Cyrus Hall McCormick, the man to whom the whole civilized world is indebted for his invention of the reaping machine. This marvelous mechanical genius was born of Scotch parents on a back-woods farm in Virginia in 1809. From his earliest years he was interested in machinery. At the age of fifteen he invented a new grain cradle, and seven years later, in 1831, he constructed the first practical reaper. To be sure, it was a very crude affair in comparison with the binder of our day, but at its first trial the young McCormick demonstrated that he could cut six acres of wheat in less than half a day, which was equal to the best work that six men could accomplish with the scythes. From that time on there was a host of followers along the path blazed by McCormick, until today the binder stands forth as a model of mechanical perfection. Mr. McCormick reaped an immense fortune from his invention and subsequent patents, and he secured world-wide fame, including many decorations, medals, etc., from foreign governments. He died in Chicago on May 13th, 1884, at the age of seventy-five years.

Get more out of your garden

Use the Planet Jr. Combination Garden Tools, and you'll do better work; save two-thirds your time, and get a better yield.

There's nothing like a Planet Jr. for profitable gardening or farming. Made by a practical farmer and experienced manufacturer. Fully guaranteed.

No. 4 Planet Jr. Combined Seeder and Wheel-Hoe saves time, labor, seed and money. Almost all useful garden implements in one. Adjustable in a minute to sow all garden seeds, hoe, cultivate, weed, or plow. Pays for itself quickly, even in small gardens.

No. 12 Planet Jr. Double-Wheel Hoe, Cultivator and Plow, the handiest implement ever made for truckers and gardeners. All cultivating parts are of high-carbon steel to keep keen edge. Specially designed to work extremely close to plants without injury.

Write for our 1909 free illustrated catalogue which describes 45 Planet Jr. implements, including Seeders, Wheel-Hoes, Horse-Hoes, One- and Two-Horse Riding Cultivators, Harrows, Orchard- and Beet-Cultivators.

S. L. ALLEN & CO.
Box 1108Z, Philadelphia, Pa

Planet Jr. Garden Tools

Write for the name of our nearest agency.

"THE FLOUR CITY"

Plowing and Threshing Engine

THE GOLD MEDAL WINNER

The 30 H. P. "FLOUR CITY" Four Cylinder Gasoline Engine pulling an engine gang of eight plows. An engine of ample power for the work with sufficient reserve power for emergencies.

An engine strong in construction, economical in fuel consumption and of medium weight. The 7 ft. wheels insures greater tractive power in proportion to the weight and has a decided advantage in passing over soft or uneven ground.

The general CONSTRUCTION, HORSE-POWER and WEIGHT, commends it for this class of work.

All the desirable features of a General Farm Engine are embodied in the "Flour City." Send for full particulars.

KINNARD-HAINES CO.

830 44th Avenue, North, and Bryant Avenue
MINNEAPOLIS, MINN.

J. C. HYNDMAN,
General Agent.

International's General Agent at Brandon.

On this page appears a fine half-tone of Mr. J. C. Hyndman, general agent for the International Harvester Co., at Brandon. The subject of this sketch is a Canadian, and a worthy specimen of the race, standing almost six feet four inches in height and being built around in likewise generous proportions.

Mr. Hyndman was born at Huntingdon, Que., in 1872. He has been connected with the implement business all his life, starting first with the Deering Harvester Co. In 1897 he became blockman on their London, Ont., territory where he remained until early in 1900 when he retired to join forces with the McCormick Harvesting Machine Co. This position he retained until after the amalgamation of the concerns that made the International Harvester Co. In 1904 he was appointed assistant general agent for the company at Montreal, Que. On January 1st, 1908, he was transferred to a similar position with the Alberta branch at Calgary, under Mr. J. A. Brookbank, from which he was promoted as general agent for the International people at Brandon on October 1st. Mr. Hyndman's wide experience in the harvester machinery business fits him particularly well for the duties of his new position. It is a pleasure to wish Mr. Hyndman success in the future, and judging by his past record he will be sure to secure further advance in his chosen line of work. Following will be found a detailed description of the branch under Mr. Hyndman's charge.

Warehouse of the International Harvester Co , Brandon, Man.

"Progressive expansion" may safely be numbered as one of the maxims of the International Harvester Co. and an evidence of the policy may be found in their establishment of three new general agencies in Western Canada, at Brandon, Saskatoon and Edmonton, within the past few months. The wonderful development that has taken place in the agricultural resources of this country during the past decade or so, the marvellous expansion that has characterized the implement and vehicle industry of this territory, together with the great possibilities that still exist for the farmer and the consequent splendid outlook that there is for those engaged in the farm machinery and vehicle business, are the factors that have induced the International Harvester Co. to establish a trio of additional branches in this field.

Quite recently we had the pleasure of visiting the Brandon agency, and being conducted over their quarters there by Mr. J. C. Hyndman, the manager. Mr. Hyndman was formerly assistant general agent of the company's branch at Montreal and later was assistant to Mr. J. A.Brookbank, at Calgary, before coming East in charge of the new office at Brandon.

The first important consideration the company had, after having decided to establish in the Wheat City, was that of securing suitable quarters. Eventually they succeeded in leasing the large warehouse, showrooms and office building at the corner of Rosser Avenue and 14th Street, owned by the Brandon Machine Works, and formerly occupied by them. This structure consists of two storeys and basement and is of white pressed brick with cut stone facings. It is especially well lighted, by night as well as by day, electric light being the illuminant used during the latter period, and is heated throughout by steam.

On the upper floor Mr. Hyndman has located the repair department and quarters for the shippers. The repair portion is especially well equipped with tiers of racks, and has every facility for the handling of rush orders, etc. Down on the main floor is located the offices and sample room. On this floor the visitor had an opportunity of inspecting a full line of the various goods manufactured by the company, including the Old Dominion wagon which the company have presented to the Brandon Winter Fair and Fat Stock Show as a special prize in one of the horse classes.

Adjoining the showroom are the general and private offices. These are handsomely finished in light wood, the desks and other office furniture being in dark oak. Mr. Hyndman's own private office furniture is of light golden oak, while all the equipment is of the very latest kind usually to be found in what one magazine writer calls "a modern battlefield of business." At the end furthest from the front there is a large, commodious, fireproof vault, while opposite this are the cloak rooms and lavatories.

Down in the basement the space is reserved for a wagon repository, and as it it is spacious it affords splendid facilities for this purpose. In one corner the heating apparatus is situated as well as the coal and wood room.

Speaking of the territory the Brandon branch will serve Mr. Hyndman informed us that it would work the Yorkton line as far west as Yorkton; the Miniota and Lenore branches, the C.P.R. to Wapella, the Souris and Reston branches to Wauchope, the Arcola line to Walpole, the South-Western to Carnduff and the Lyleton branch. In other words the business of the branch does not come east of Franklin on the Yorkton branch, east of Douglas on the Main line or east of the Great Northern Railway out of Brandon. This agency of the company will have nothing whatever to do with collection, simply attending to the wants of dealers and pushing sales through that territory.

They are making arrangements to go after business in the Brandon district more vigorously than in the past.

M. J. SWALLOW,
Blockman.

M. J. Swallow, with the International at Brandon.

It is a pleasure to introduce to our readers Mr. M. J. Swallow, blockman for the International Harvester Co., in the Brandon district. Mr. Swallow, whose photograph appears on this page, is a son of our good friend Mr. R. H. Swallow, the well-known implement dealer at Douglas, Man. Young Mr. Swallow was formerly in the retail trade at Brookdale, Man., and later did some work for the Collections department of the International Harvester Co. We extend to Mr. Swallow our best wishes for his future success.

WHILE IN WINNIPEG DURING THE BONSPIEL

Make our Office and Showroom your headquarters . .
When you are here we will take pleasure in showing you the

EMERSON FOOT-LIFT LINE OF FARM IMPLEMENTS

ALSO

TUDHOPE WAGONS
INDIANA ROAD GRADERS
STUMP PULLERS

HILLBORN'S FLEXIBLE PULVERIZERS
AND
DIAMOND GRINDERS

Get our proposition before you contract for 1909. It will pay you.

ALSO

THE FAMOUS CARRIAGES AND CUTTERS
Made by the
TUDHOPE CARRIAGE CO.
Of Orilla, Ont.

STEEL AND WOOD WHEEL FARM TRUCKS

If not coming to Winnipeg during Bonspiel write for our proposition.

MODEL H.—Tudhope-McIntyre Auto-Buggy

We offer you the exclusive Agency in your territory for the best Auto-buggy built. These Auto-buggies are built to meet country requirements—and they do.

TUDHOPE, ANDERSON & CO. Limited

WINNIPEG **REGINA** **CALGARY**

Mr. DEALER, When in Winnipeg during the Bonspiel,

take the Belt Line Car to our warehouse and we will show you the largest stock of up-to-date goods, that please the consumer and make money for the Dealer, consisting of

CANADIAN AIRMOTORS for Power and Pumping.

STICKNEY GASOLINE ENGINES. Stationary and Portable. The Simplest and most Popular Engine for the Farmer. Sizes 1½ to 16 H.P. Other ***PORTABLE*** and ***TRACTION GASOLINE ENGINES*** in sizes 18 to 30 H.P.

WELL DRILLING MACHINERY to make wells any size or depth.

AYLMER, "ANDERSON" and ***"HAYES"*** style Double Acting Force Pumps. Toronto Wood, Iron and Galvanized Gusher Pumps.

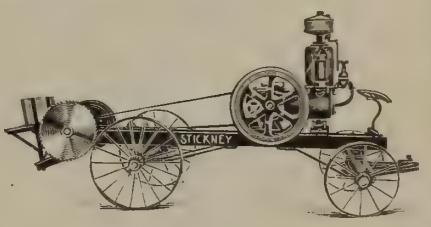
PUMP CYLINDERS in Iron, Porcelain and Brass.

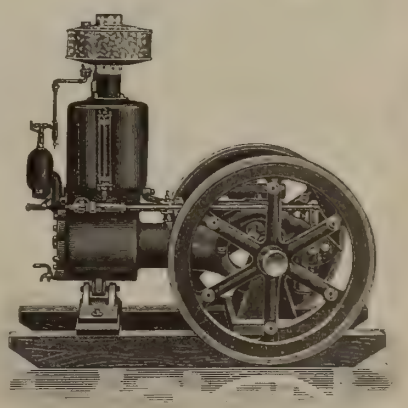
AYLMER FARMERS' WAGON and ***STOCK SCALES, PLATFORM*** and ***HAY,*** and ***GRAIN SCALES;*** Pit and Pitless, a great line.

HORSE POWERS, TREAD POWERS, FEED CUTTERS, GRAIN GRINDERS, EAGLE STEEL LAWN SWINGS.

TANKS in Wood and Steel. Fire Protection Tanks for Towns. Village Fire Engines, Chemical Fire Engines.

Belting, Hose, Pipe and Fittings.





Ontario Wind Engine & Pump Co., Limited.

Chambers St., between Logan & Henry Avenues. ***WINNIPEG, MAN.***

The Law and the Rights of Labor Leaders.

On December 23 Justice Wrignt of the Supreme Court of the district of Columbia, at Washington, D.C., sentenced Samuel Gompers, President of the American Federation of Labor, to twelve months in jail; John Mitchell, one of the Vice-Presidents, to nine months, and Frank Morrison, secretary, to six months. The sentence was imposed for contempt of court by the above officials, they having violated an order from the court enjoining them from placing on the "unfair list" or "we don't patronize" list the Bucks Stove & Range Co., of St. Louis, Mo. Right here it may be stated that this concern is not connected with the concern of similiar name located at Brantford, Ont.

The case grew out of a suit brought by the Bucks Stove & Range Co., of St. Louis, Mo., requesting the courts to order an injunction forbidding the officials of the Federation from placing their name on the list to which reference is made above. Some months ago this order was granted, but President Gompers subsequently announced through the columns of the official organ of the Federation that it was not his intention to obey the order of the court, which was in his eyes derogatory to the rights of labor and an abuse of the power of the court.

Just at the present time there is a great hue and cry among the ranks of labor that a great injustice has been done their leaders. Why is this? Didn't President Gompers and his colleagues deliberately disregard the mandate of the law, and aren't they intelligent enough to know what such action was likely to bring about? Whether or not the law under which the injunction was given is good law or not is the ground upon which the officials of the Federation should have fought out their case. They have no more right to take the law into their own hands than has the individual criminal, and having done so are they not as much entitled to the rigors of the law as any person who deliberately breaks it?

Suggestions Wanted.

Manufacturers and others interested in the development of the Dominion export trade will find a suggestion in the following letter, which we recently received from the Deputy Minister of Trade and Commerce, worthy of careful attention and serious consideration. The letter reads:

"I have the honor to inform you that with a view to the further extension of Canadian trade abroad, the Department of Trade and Commerce desires to seek the co-operation and assistance of Canadian exporters and manufacturers. The undersigned, therefore, invites those interested to give the Department the benefit of their views, with the hope that suggestions may be offered which will not only add to the usefulness of the Department, but will tend to promote Canadian trade.

"The Department therefore requests that suggestions may be received to the following questions, after having been given due consideration:

"(a) What would you advise should be done to increase the export trade of Canada?

"(b) What improvement or change do you think desirable in the compilation of the trade statistics published by the Department?

"(c) Can you suggest any improvement in the collection and dublication of business information received from the Trade Commissioners.

"As far as possible the suggestions should be accompanied by statements showing the reasons therefor. Should there be any general information which it may be thought desirable to communicate to the Department and which is not covered by the above questions the information will be welcome."

All replies should be marked "Trade Suggestions," and addressed to the Deputy Minister of Trade and Commerce, Ottawa. Such letters require no postage.

The Printers Finish Likely.

That the day is not far distant when all the profits from the publication of a periodical or a catalogue will not require to be fed into the capacious and avaricious maw of the printer, is evident from the report of a new invention of a type-composing machine by a native of Austria. The following account of this machine recently appared in the U. S. Daily Consular and Trade Reports:

"An invention by which, it is claimed, book and newspaper printing will be placed on an entirely new basis has recently been patented by an Austrian inventor. The invention is not yet in use, but a model machine is at present being constructed and will soon be given a practical test. The invention is described by the inventor as a typewriting machine of peculiar construction that is provided with a contrivance for producing a matrix ready for the stereotyper without any additional hand or machine work. The machine therefore is considered far more suitable to the needs of a printing establishment than the present hand or machine typesetting methods. It is possible to use any kind of type in this new machine without resorting to complicated manipulation. The machine may contain 10, 20, 50, or more kinds of type without it being necessary to enlarge them materially. By the simple pressure of a key a different sort of type appears and the writing surface adapts itself at the same time to the size of the new letters, while the type are simultaneously stamped upon the matrix.

"The straightening of the lines, as well as the regulating of their length and breadth, takes place without any difficulties, as well as the formation of the sentences. corrections can only be made on the matrix, and the entire technical arrangement is harmonious and simple. By the use of a large number of keys provision is made for producing the more common syllables and word terminations by the touch of a key, so that one man can write from 50,000 to 60,000 letters in an hour, which is equal to more than 600 printed lines 18 centimeters (centimeter = 0.3937 in.) in length. According to present methods not one-tenth of this amount can be produced by a compositor in an hour. The machine can also be used advantageously as a typewriter, as it produces any kind of type with extraordinary rapidity. By its use an operator should be able to write from 70 to 80 words a minute, which is about the average of a stenographer."

Exposing the Fakirs.

It is gratifying to note that the Canadian Manufacturers' Association are exposing fraudulent and questionable schemes, the object of which is the victimizing of manufacturers. In the report of the Commercial Intelligence Committee, read at their recent convention in Montreal, a number of cases were cited, all being in connection with advertising and all having their sources in Eastern Canada.

The matter is one that deserves careful attention from all business men at all times, and the Manitoba Branch of the C. M. A. can well afford to devote some attention to the subject in this territory. Of late there has not been such a plethora of advertising fakirs in our midst as a year or two ago. The past period of depression has evidently driven them to other pastures, but it is not unlikely that with the returning prosperity we will once more have this class of gentry. Winnipeg and the West have always proven a most profitable field for the operations of the advertising fakir, and very many of the most prominent houses of the country have fallen victims to his oily tongue. The reputable press have done much to expose the work of this class, but their efforts are generally attributed by the victims to jealousy, in other words to "sour grapes."

With the Canadian Manufacturers' Association fighting this sort of thing, much can be done to put a stop to it. It is hoped that all becoming cognizant of parties operating such schemes will report the matter, either to us or to the head office of the Canadian Manufacturers' Association in Toronto. Co-operation along this line would prove very valuable.

It is the aim of the far seeing business man to stamp out of existence those things which are undesirable and wrong. Fake advertising should go.

ASPINWALL POTATO MACHINERY
Established Reputation
BEST of Workmanship Material Service
MACHINES WITH A PEDIGREE AND THE MOST PERFECT FOR THE PURPOSE IN THE WORLD
Cutters, Planters, Sprayers
Diggers, Sorters
CATALOG MAILED FREE
ASPINWALL MFG CO.
JACKSON, MICH. U.S.A.
CANADIAN FACTORY SUTTON, ONTARIO

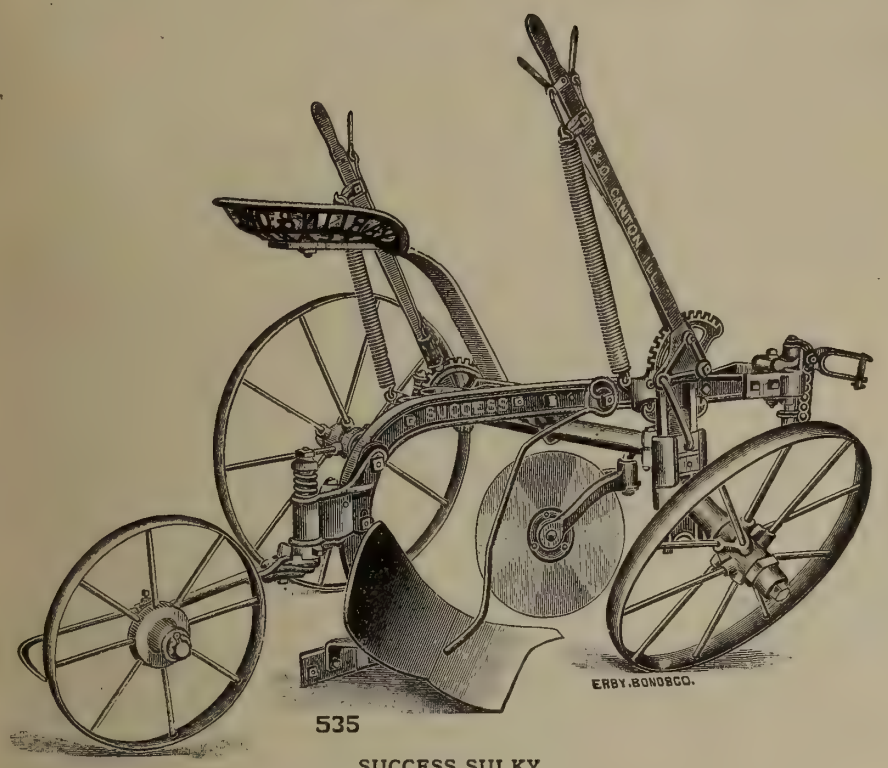
P&O Canton Plows

Simple
Easily Operated
Durable

Adjustable Front Axle

Adjustable Rear Wheel Attachment

A Frameless Plow at Small Cost that will last a Life-time



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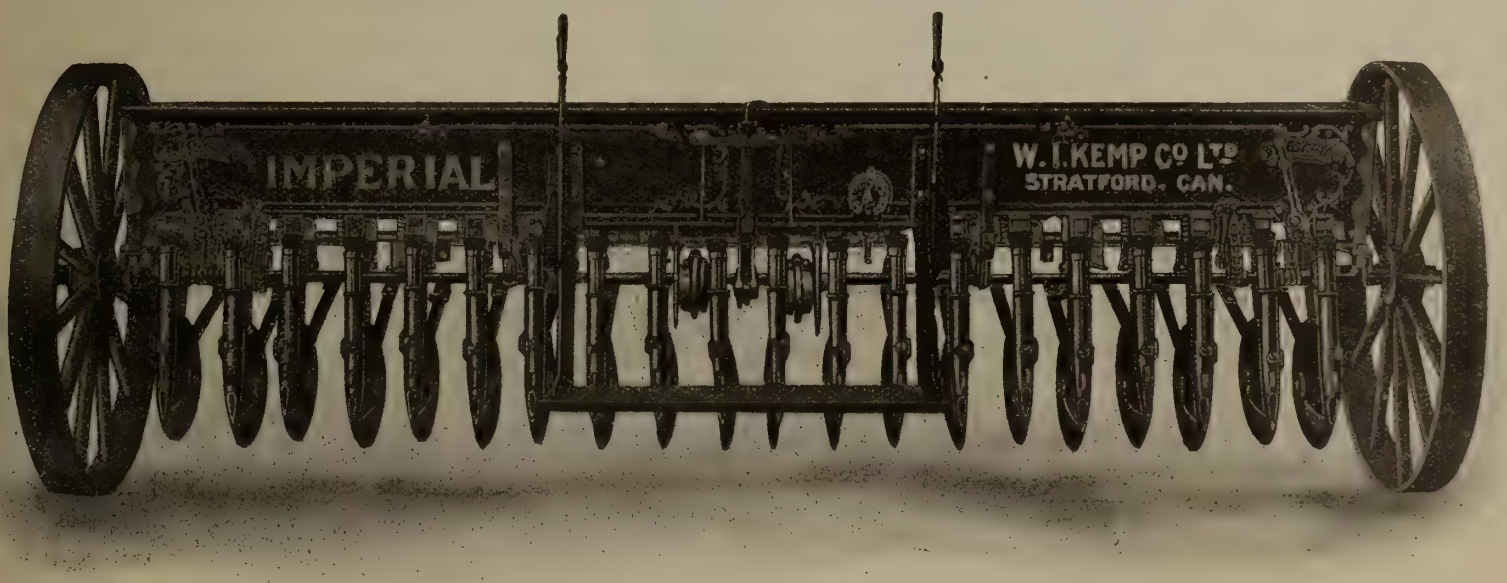
SUCCESS SULKY

So simple it will not get out of order ; so strong it will not break. Add to this **the best bottom ever put on a plow** and you understand at once the significance of the name **"SUCCESS."** Get our 1909 catalogue of this and the balance of the P. & O. line.



IMPERIAL DRILL

A contract for the sale of the **Imperial Drill** will guarantee you the Drill business in your territory, **because** it has many **exclusive** points of superiority that attract the farmer. Get our catalogue which explains the "horse lift," "perfectly chilled bearings," "adjustable drag bar," and other features no other drill has.

Also write us for printed matter on the Kemp Manure Spreader and Kemp Land Packer with **two tongues** and **pulley hitch.** Each implement in the Kemp line is **different** from other makes, and therefore has **"talking points"** found on no other.

P&O

PARLIN & ORENDORFF CANADIAN PLOW CO., Winnipeg, Regina, Calgary.

Boosting the Manure Spreader Business.

A certain Manitoba dealer called on us a short time ago, and in the course of conversation stated that he had been very successful in selling manure spreaders. We at once queried him as to the manner in which he had obtained such results, when he vouchsafed us the following information:

"About two years ago I commenced to take considerable interest in the manure spreader, having seen numerous articles concerning it in the trade paper and elsewhere. Eventually I decided to place an order for one and accordingly did so. Between the time that I did this and the spreader reached me I went to work and compiled a list of the farmers in my district whom I thought might be interested in buying such a machine. Then I went to work and called on each man personally. This was in the late fall, just after I had cleaned up most of my collections.

"I induced a number of them to promise they would come down and inspect the spreader when I had it set up and ready to demonstrate, stating that I would notify them by card of the day appointed. I did this, and about eleven of the biggest and most reliable men in the community gathered in response.

"I had the spreader hitched up and went out to a field just close to my warehouse, where I had placed a couple of loads of barnyard manure in readiness for the test. I also had a hired man present to give exhibitions of hand spreading, in order that the work of the spreader would stand out in great contrast by comparison.

"We spent close to three hours in that field. I showed them the machine at work putting on a very light dressing, graduating from that up to a very heavy coat. I impressed upon them the little labor needed in the operation of the spreader, in comparison to that exerted by the hired man. I demonstrated to them the speed and efficiency with which the work could be done, with the result that I booked orders for three spreaders right then. It is my opinion that it was one of the best half-day's work I ever did, and I stayed right with it. Eventually I got six of the other farmers to buy spreaders, and I expect to do more business in this machine in the future than since I commenced handling them."

What our informant has to say should be of considerable interest to the trade at large. Giving demonstrations of the work of the spreader appears to be a mighty good way to induce farmers to become interested. The dealer in question is to be congratulated on his enterprise and he only got what he deserved and worked for —success.

Two Profitable Lines for the Dealer.

The practice of clipping horses in the early spring has been growing so general the last few years that the growth in demand for clipping machines has increased at an enormous rate. Hand power clipping machines are now made so well, and sell at such a reasonable price, that every horse owner can afford to have one; in fact he can less afford to be without one, The increase in the sale of clipping machines and a similar and corresponding expansion in the demand for sheep shearing machines has resulted in the retail trade getting very much interested in the business. Those that have taken on this line of goods have found them most profitable for the dealer to include in his stock.

In this issue appears an advertisement from the Chicago Flexible Shaft Co., of Chicago, Ill., who are said to be the largest manufacturers of such goods in the world. Their clipping machines, etc., are known over the whole civilized universe and they enjoy a most enviable reputation for giving satisfaction. This company confine their operations to the legitimate dealer and grant him a reasonable and profitable margin for pushing the sale of their goods. They carry stocks with many of the jobbing houses of the country and are anxious to build up an even geater volume of business from this territory than they have had in the past.

This concern do everything possible in the way of assisting a dealer who buys their goods to sell them. They furnish him with as much advertising literature, etc., bearing his own name and address as he can use. This may either be secured from headquarters of the firm at Chicago or from the jobber who sells you their goods. A postal card to them will bring you full information regarding their proposition.

Building a Handsome Garage.

The McLaughlin Carriage Co. recently closed a deal for a piece of property, 79 x 132 feet, on the east side of Maryland Street, just a short distance on the south side of Portage Avenue. We understand that it is the intention of the company to erect a handsome automobile garage on this site in the near future. It will be equipped with an up-to-date repair shop, and will have all the latest conveniences for the auto owner. The business of the company is expanding very rapidly, and they are making arrangements to carry in stock a full and complete line of automobile accessories.

Joseph Maw's Opinion of the High Wheeled Auto.

Editor, Canadian Farm Implements,—I note in your January issue, on page 14, an article on the high wheeled automobile. The gentleman who wrote this article has not seen fit to give his name. I take exception, however, to his statements. Being in the automobile game since its inception, and looking carefully into the different types and models of cars and watching the operating of the different types of cars, and not being particularly interested in the manufacturing, but being in the selling line looking to the manufacturer for the best and most up-to-date and popular car for the western trade, I cannot agree with the writer of this article.

In the first place the high wheeled car has not made itself popular generally speaking. Some day it may come into use and just so soon as a popular high wheeler is put on the market just that minute this firm will be only too ready and willing to adopt it. But it goes without saying that according to our judgment we have not had an opportunity to see one make good.

In the next place there is no pleasure in riding in them. When compared to travelling in an up-to-date, luxuriant, low-wheeled automobile the high wheeled machine is in about the same relation that the lumber wagon is to the magnificent carriage or victoria. Another thing,—they are very hard to guide on the road, especially if there be any sand or the road be in bad condition. They are very noisy and hard to keep up on account of the jarring, which causes nuts and bolts to work loose and bearings to crystalize.

I think it would be well for anyone who wants to bring this before the public to first educate

Planet Jr.

Does six men's work quicker, better, and far cheaper than old-style back-breaking gardening methods. Saves seed and insures a bigger, better yield.

Be modern. Use Planet Jr. Seeders, cultivators and wheel-hoes, because they are made by a practical farmer and manufacturer who knows what is needed to lighten your labor.

No. 6. The newest Planet Jr. Combination Hill and Drill Seeder, Wheel Hoe, Cultivator and Plow. Opens the furrow, sows any kind of garden seed accurately in drills or hills, covers, rolls down and marks out the next row—all at one operation. Also a perfect Wheel-Hoe, Cultivator and Plow.

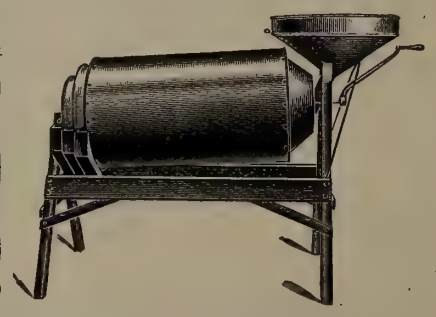
No. 12 Double-wheel Hoe has adjustable wheels so that it works equally well astride or between rows—insures close work and does away with hand-weeding.

There's a Planet Jr. for every farm and garden use—45 kinds in all. Our **1909 free illustrated catalogue** describes them fully. Write for it today.

S. L. Allen & Co., Box 1108Z, Philadelphia, Pa.

Write for the name of our nearest agency.

Beeman's 1909 Model "JUMBO" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

themselves in what they have undertaken to advocate. If the writer of this article will just drop around to our garage we will show him that we mean what we say and if he can point out a high wheeler that will prove satisfactory it would not be hard to convince us as we are always ready and willing to adopt the best and most up-to-date goods on the market. Yours very truly,

JOSEPH MAW.

Folly of Selling Under Guarantee of Satisfaction.

Should any dealer guarantee the goods sold by him to do satisfactory work? The question is pertinent at the commencement of another season. It is a subject with which the trade is perfectly familiar and the fact that we have been importuned for an expression of opinion on the point may be taken as an evidence that it is one in which our readers are more or less interested.

Having given some consideration to the query we have come to the conclusion that dealers should not follow the policy, either continuously or intermittently, of guaranteeing articles which they sell to do satisfactory work, unless such a proviso is embraced in the warranties of the makers of the articles. In other words no dealer should go beyond the limits of warranty set by the manufacturer.

We realize that dealers are frequently induced to say that they will guarantee satisfaction in order to make a sale. Often they go further and agree to accept the return of the machine if it does not work to the buyer's entire satisfaction. It is our opinion that this is a great mistake.

Under the law such an agreement is very detrimental to the dealer. It compels him to take back a machine sold on such terms even though the farmer may have used it for a considerably longer time than actually necessary to demonstrate its efficiency, and it makes him refund the farmer his money or his notes. If a dealer has faith in a machine and sufficient confidence in the honesty of a customer it is nobody's business but his own if he sells on the "satisfaction guaranteed" policy. However, if the implement fails to do the work to the satisfaction of the user, who, mind you, is the sole arbiter, it is useless for the dealer to haul the matter into court and expect to get redress. Numerous decisions have been given on this point, and the concensus of legal opinion goes to show that the seller is simply throwing good money after bad when he goes to law to recover the price of a machine thus sold on approval and returned.

The manufacturer's warranty should be all-sufficient for the dealer in the matter of guaranteeing in ninety-nine cases out of a hundred. It is just as easy to satisfy buyers with the maker's warranty that the machine is well made, of good material, and that there are no defects in the workmanship. Furthermore it's better business on the part of the dealer.

Machines used and returned under the provision of "guaranteed satisfaction" are always classed as second hand articles, and must be sold for a reduced price when a buyer comes along. Every dealer knows that it takes but little to reduce the selling value of an implment or vehicle, and the man who thinks will soon realize that it is derogatory to a dealer's reputation to have many machines returned because of failure to give satisfaction. Dealers should refuse to guarantee satisfaction, they should oppose any attempt on the part of buyers to return goods save where the goods show defects in construction or workmanship that cannot be readily remedied.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Quality
Design
Finish

Stylish
Comfortable
Popular

Auto Seat 1909 Model.

We make a full line of Top Buggies—Gentlemen's Driving-wagons—Road wagons, Democrats, &c. Dealers requiring a nice up-to-date line should write our distributing houses

Winnipeg Portage La Prairie Regina Calgary Vancouver

SEE THE MAPLE LEAF LINE.

The Dominion Carriage Co., Limited,

TORONTO

J. E. Ruby presented with Handsome Travelling Bag.

During the last three days of the old year the members of the travelling staff of the Frost & Wood Co. met in Winnipeg. This gathering was in the nature of a conference and was for the purpose of discussing past progress and deciding on a policy for the future. Regret was expressed that Mr. W. E. Hall, general agent for the concern in Alberta was unable to be present and that Mr. W. J. Litster was absent in Halifax, N.S., spending the holiday season.

After the close of the final business session the travellers and other members of the staff took advantage of the opportunity to present Mr. J. E. Ruby, for so many years manager of the company's business in Western Canada, and who has gone east to the head office and factory, with a very handsome, brown leather, English travelling bag. The presentation was made by Mr. W. J. Craig, of the travelling staff of the company, in the following address:

"We, the undersigned friends and associates, deeply regret that you are about to sever your connection with us after so many years of labor together. Although we much regret your leaving the Winnipeg branch of the Frost & Wood Co. we are delighted to know of your well-merited promotion and advancement. We sincerely hope you will meet with the same success in your new position in the service of the company that has attended your efforts on their behalf as manager of their business in the great country west of Lake Superior.

"We feel deeply your loss to us and to this branch and as a momento of your kindly and sterling qualities, shown towards us at all times, we beg that you will accept this travelling bag as a small token of our regard for you and in remembrance of us.

"We wish you all prosperity and advancement in your new sphere of life. (Signed) W. J. Craig, J. P. Minhinnick, W. J. Litster, J. E. Grierson, H. T. Rooke, B. Van Blaricom, A. Dallen, J. D. Campbell, E. Gardiner and J. C. B. Inkster."

Mr Ruby made a most appropriate reply after which he entertained the party to a dinner at Mariaggi's.

Into the Second Edition.

We have just received a copy of "Potato Culture," by Mr. L. A. Aspinwall, of the Aspinwall Mfg. Co., of Jackson, Mich., and Guelph, Ont., a second edition of which is just off the press. The first edition contained 15,000 copies and was in demand from nearly every potato growing section of the continent. The information in this little treatise has been widely quoted, frequently without due credit to the author. A card addressed to the office of the company will bring you a copy.

Who's the Guilty Party.

We have the following letter from Mr. H. Pick, of Mortlach, Sask., which is self-explanatory: "I have to advise you that the partnership existing between Pick & Arnold, of this place, has been dissolved. I have bought out Mr. Arnold's buildings and notes for cash, and in future will conduct the business under the name of H. Pick.

"The article in your January issue on "Some Phases of the Implement Trade from a Traveller's Standpoint," in which such a scathing arraignment is made of lack of system in the dealers' businesses, is undoubtedly true in many respects. The writer, however, might have added a word or two regarding lack of system prevailing among some of the wholesale houses. For instance: Just before New Year I sent an accepted cheque to a cream separator house in Winnipeg, at their request, being payment of a past due note owing by one of my customer's to the separator concern. Naturally I awaited receipt of this note, duly cancelled. It has not yet been received. Since then I have written the company three separate letters but up to the present time I have heard nothing from them, neither as to the receipt of my cheque or relative to the subsequent correspondence. I hope that this will meet the eyes of the parties in question and end in results.

"I must say, however, that your paper offers some very good suggestions for dealers, and should be subscribed to and read by every implement man in Western Canada. Yours respectfully,

(Signed) H. PICK.

Lincoln's Explanation.

"Be it known to one woman." Abraham Lincoln once started a legal document in such a manner. When asked why he replied that it was equivalent to saying "be it known to all men."

Bicycles and men fall the moment they cease moving.

The memory is the treasure house of the mind. Fill it with valuable things..

A Very Handsome and Appreciated Calendar.

While we receive many calendars from cities situated near the Atlantic Ocean we have never before received one from an implement concern located in a city quite close to the mighty Pacific. The exception comes from T. J. Trapp & Co., the well-known wholesale and retail dealers in farm machinery, vehicles, etc., at New Westminister, B.C. To be absolutely candid about the matter it is one of the nicest hangers we have received this season, and it is safe to say that it will have a place on many a wall when others, of more gaudy hues, are gone and forgotten. The picture shows a rugged Scotch laborer approaching his home on the lonely moor. His wife waits to greet him at the door-way while the children toddle and run to meet him. The coloring is simply black and white, but it is one of the best things we have seen this year. "The Cotter's Saturday Night," is the title given to the scene, while the following verse from Burns' famous poem appears underneath:

"At length his lonely cot appears in view,
Beneath the shelter of an aged tree;
Th' expectant wee things, toddlin', stacher through
To meet their dad, with flichterin' noise and glee."

We appreciate T. J. Trapp & Co.'s kindness in sending us this hanger and hereby thank them.

Another Class for Motor Competition.

Notification has just been received from the Winnipeg Industrial Exhibition Association that they have decided to add another class to their agricultural motor competition. This class will embrace steam engines over 75 h.p., and under 120 h.p. According to information received from the manager of the exhibition the competition promises to be the greatest of the kind ever held. Daily enquiries are being received by the management respecting rules, etc., while entries are also coming in satisfactorily.

Canada's wheat yield for the last ten years has averaged 18 bushels to the acre.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER'S AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Order Now for Fall Trade.

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.
Every machine is built of the best materials procurable.
It excels in thoroughness of work and cleans oats from wheat perfectly.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best Grain Cleaner offered the public.

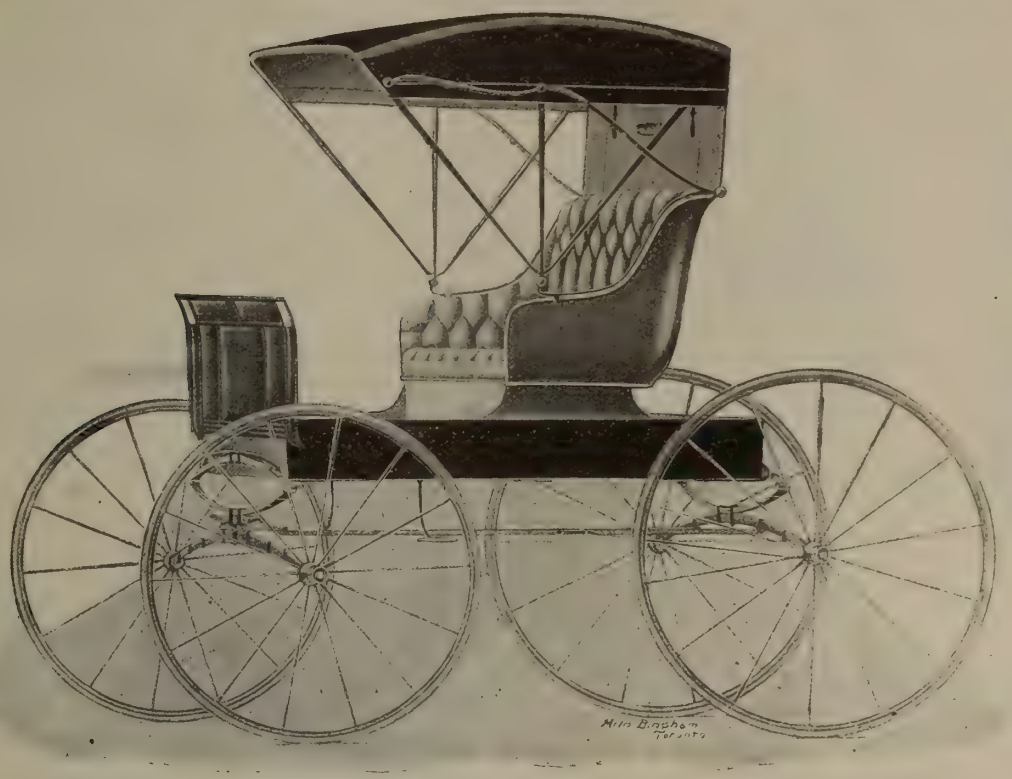
Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

THE BUGGIES FROM GLENGARRY

They are Quick Sellers

because they have the style and finish and the price is right



They Satisfy

because they are made from the very best select material and have the wearing qualities.

No. 68

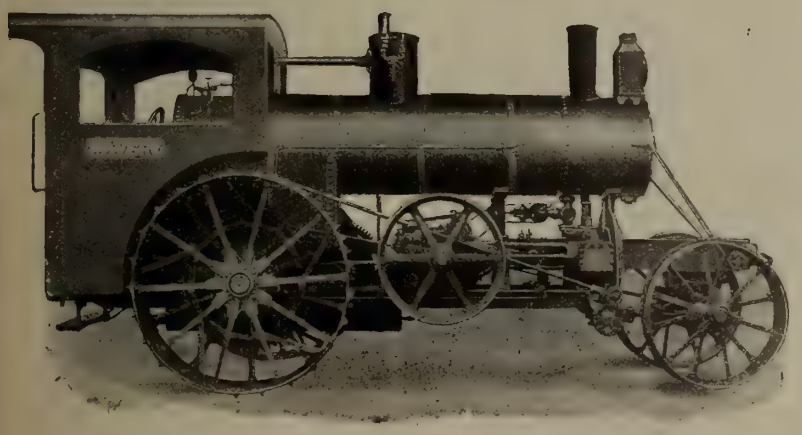
We believe these are the best vehicles made in Canada and we cordially invite every dealer visiting Winnipeg during the Bonspiel to call at our sample room and inspect our up-to-date vehicle line. We invite a comparision with other vehicle lines.

Our catalogue shows over one hundred different styles. Write for it.

CANADIAN MOLINE PLOW CO., WINNIPEG

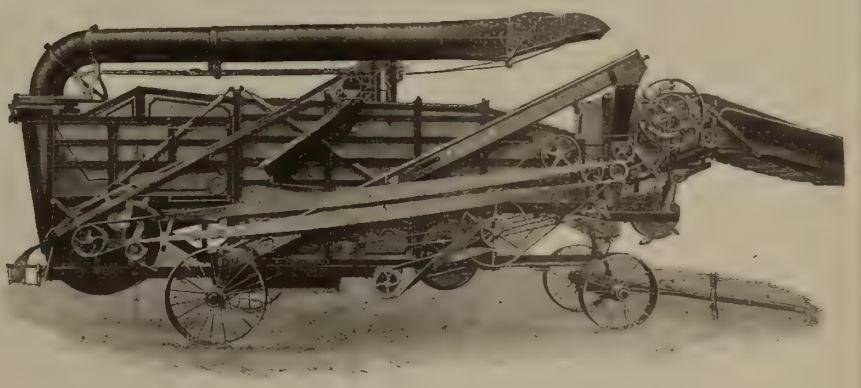
AVERY ENGINES and "YELLOW FELLOW" SEPARATORS

PROVEN BEST BY THE HARDEST TESTS



AVERY Single Cylinder Return Flue Engines are made in 12, 14, 16, 20, 25 and 30 H.P. sizes. They are the most economical on fuel and repairs. Easiest to fire and smooth runners. The best for the dealer to recommend his customers.

AVERY Locomotive Style, Undermounted Double Cylinder Engines are made in 18, 20, 22, 30 and our new 40 H.P. sizes. Specially designed for heavy traction work. Like all our engines our new 40 H.P. is perfection in engine construction



AVERY "Yellow Fellow" Separators are built in thirteen different sizes, all the way from 19x30 to 42x70. Our two latest additions to the ranks of the "Yellow Fellow" line are our 19x30 and 22x36 separators. Suitable for operation by gasoline engine.

WHEN IN WINNIPEG during Bonspiel call and let us show you the best thresher line for the live dealer.

Our latest catalogue on request.

AVERY COMPANY, PEORIA, ILL., U.S.A.

HAUG BROS. & NELLERMOE CO., LTD.

CANADIAN JOBBERS

Fountain St. and Henry Ave. WINNIPEG

Mr. Byron G. Baker
Manager, M. Rumely Co.
WINNIPEG

Factory of M. Rumely Co., La Porte, Ind.

Rumely Co. Established in Western Canada

Down at La Porte, Indiana, is a threshing concern known as the M. Rumely Co. which started from a very small beginning. It was founded in 1853 by Meinrad Rumely, who came to the United States after the defeat of the revolutionary movement which sought to establish a democratic government in Germany, and in which he took an active part. His start was made in a very small way, being at first nothing more than a blacksmith and general repair shop. Subsequently ice machinery and car wheels were manufactured and other railway work taken on from time to time. Then they undertook the construction of grain separators and their efforts in this direction met with such instant success that they commenced the building of threshing machinery and engines. In the course of time the Rumely rear traction engine was designed, and its qualifications brought such a volume of business that all other lines were abandoned.

The history of the company has been one of steady and uninterrupted growth. During the last two years it has exceeded all past records. They report that the demand for their goods in Canada was such that last year a large number of outfits were placed in operation without much difficulty. This decided the company to establish representation in this territory and they now have an effective selling organization located at Winnipeg, Calgary, and Saskatoon. Mr. L. M. Rumely made several trips through the West during the past year and in November selected Mr. Byron J. Baker, as manager for them in this territory. Mr. Baker, whose likeness appears on this page, has been connected with the threshing machinery business since 1894, when he operated an outfit in the capacity of an engineer at Neepawa, Man. In 1895 he joined the selling force of the Advance Thresher Co., at Des Moines, Ia., remaining with them for a period of three years. Then he went to Lincoln, Neb., to accept a position as manager for them in that territory.. His next move was to Washington where he became general agent for the J. I. Case Co., at Spokane. For this company he went to Portland, Oregon, in 1901, and in the fall of 1902 was transferred to Minneapolis in charge of their branch as general agent. This position he retained until June 1st, 1907, when he resigned to go to Omaha, Nebraska, as manager of the Omaha branch of the Avery Co. This was his last move prior coming to into this territory for the Rumely people. Mr. Baker is a young man of exceedingly energetic temperament and proven business ability, and he will undoubtedly make himself a factor in the machinery business of Western Canada.

Mr. Owen Gilbert,
Calgary representative M. Rumely Co.

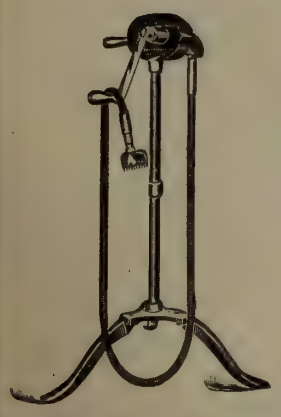
Mr. Dell McCord,
Saskatoon representative M, Rumely Co.

Associated with him are two young men both of whom have had wide experience in the thresher line. One of these, Mr. Owen Gilbert, will look after the Rumely interests in Alberta with headquarters at Calgary. The other, Mr. Dell McCord, is in charge of the Saskatoon branch of the firm. Excellent likenesses of these gentlemen appear herewith.

Presentation to Mr. George Harold.

On Friday, January 22nd, at the close of the routine duties of the day, Mr. George Harold, of the Cockshutt Plow Co., of this city, who recently returned to his desk from his honeymoon trop, was made the recipient of a splendid present by the combined travelling staff of the company in Manitoba, Saskatchewan, and Alberta, and the Winnipeg office staff. The gift was two very handsome library chairs in early English oak. The presentation address was made by Mr. Thomas Cull, manager of the collections department of the company here, who, in a few well-chosen sentences, conveyed to Mr. Harold the sincere congratulations and well wishes of his associates in business. Mr. Harold made a very suitable response.

Stewart Clipping Machines



Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

Your jobber has them

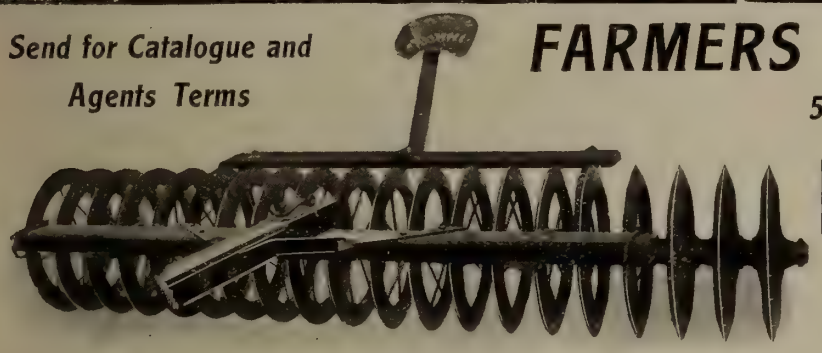
List for Canada, $9.75

Write for free advertising matter

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation

Chicago Flexible Shaft Company, 237 Ontario St. **Chicago, Illinois**

Send for Catalogue and Agents Terms



FARMERS CAN INCREASE THEIR CROP

50 PER CENT. IN 1909, BY USING A

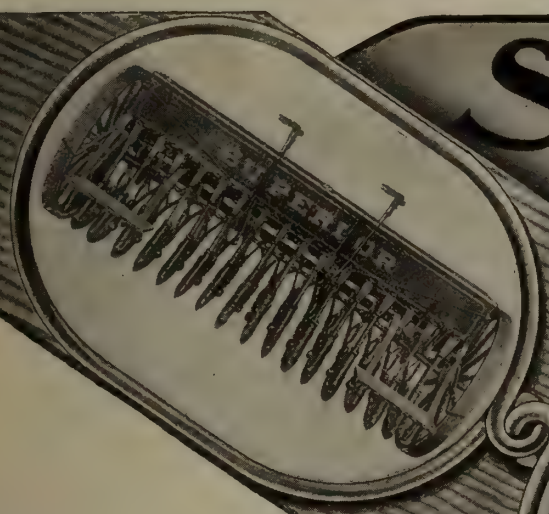
Brandon Sub-Surface Packer

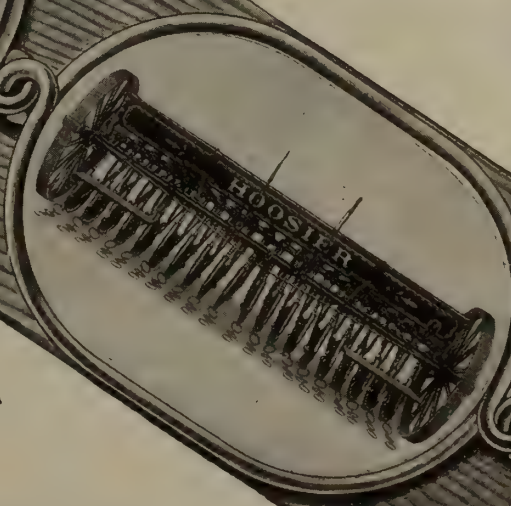
20 Wheels.	*Weight 2200.*	*Width 10 ft.*
24 Wheels.	*Weight 2560.*	*Width 12 ft.*

In the IMPROVED BRANDON SUB-SURFACE PACKER we have a tillage tool that should be in the farm equipment of every farmer and on sale by every live dealer. Its V shaped wheels or discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine in the world to-day. It is constructed in two sections, thus enabling it to conform to uneven surfaces and its interchangeable bushings make it a machine that will last the farmer a lifetime. Sub-surface packing is a method of tillage that every farmer and dealer in the West should investigate. We can tell you about it if you will but write us.

***Address*— THE BRANDON MACHINE WORKS CO., Limited, BRANDON, Manitoba.**

SUPERIOR, HOOSIER, KENTUCKY.





Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS

REMEMBER

Every Dealer in Winnipeg during the Bonspiel is invited and should attend the

ANNUAL MEETING AND CONVENTION

of the

Manitoba Retail Implement Dealers' Association

which will be held in

MANITOBA HALL

293 Portage Ave., Winnipeg

TUESDAY, FEBRUARY 16th, 1909

at 2.30 p.m. sharp

PROGRAMME

President's Address

Secretary-Treasurer's Report

Election of Officers

Discussion relative to changing name and extending scope of organization

Question Box

BANQUET

Address on Live Trade Topics by prominent Implement and Vehicle Men

ENTERTAINMENT

"God save the King"

In order that arrangements may be completed for the Banquet notify the Secretary if you will be present.

Full Particulars on application to the Secretary,

WILLIAM WINRAM,
901 Union Bank,
Winnipeg, Man.

J. P. McKIBBIN, President, WILLIAM WINRAM, Secretary

Reason for U. S. 10% Increase on Wagons.

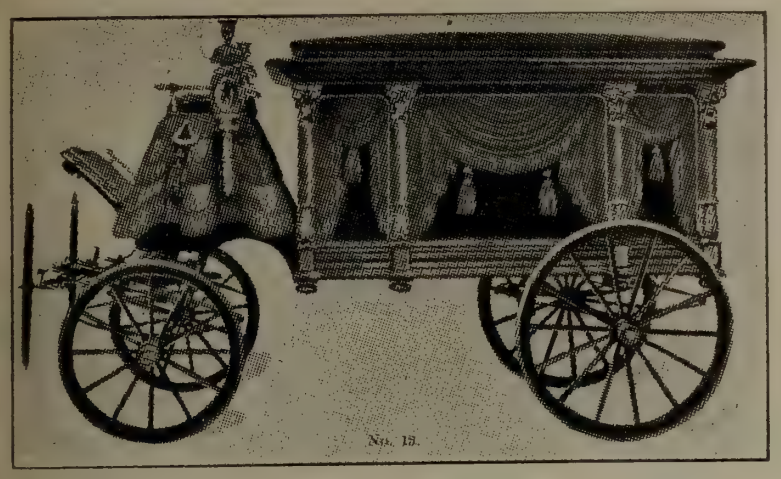
Across the line considerable agitation has ensued as a result of the announcement that wagon prices would advance ten per cent. on the first of May. Dealers have been calling for reasons for this advance, and the trade papers and the representative of the wagon manufacturers, Mr. E. W. McCollough, have been busy answering them. In a recent address on the subject Mr. McCollough speaks as follows:

"I have been occasionally called on to explain the unpleasant necessity of making an advance in the price of wagons. By this time you have all been notified that on the first of May wagons will advance 10 per cent., and I have been scored every place I went about that advance. One jobber said to me, 'McCollough, will you answer me three questions?' I said, 'I will try to.' He said, 'Did you pay more for materials—for steel and iron—last year than the year before?' 'No, sir.'" 'Did you pay more for wood materials than the year before?' 'No, sir.' 'Did you advance your labor last year during the hard times?' 'No, sir.' He says, 'The case is all ready for the jury. There is no justification for the wagon advance.' 'Well,' I said to him, 'the counsel for the defendant will say a few words.' I said, we will have to go back further than last year and the year before. We have been pursuing a practice that we will have to accept the responsibility for ourselves, but it comes up from our good friends the implement dealers. During the last ten years the increase on wagon materials has been phenomenal, and I will not take time to review what the Forestry Department at Washington has said upon that. Your are all familiar with it, but the price of materials has been advancing right along. In all this increased cost of material and labor and increased overhead expenses, we have divided it. We charged part of it and absorbed part of it in our profits, and as increased trade went on, as prosperity progressed, we expected that our volume would help us out. We came to the year 1907 and it shut off absolutely, and in 1908 the output of the wagon factories of this country was less than 60 per cent.; so we figured a little closer upon that matter to find out where we were at, and we found out when we undertook to borrow money from the bankers of New York that they asked us for a statement showing the volume of our business, and they also required that we should show that we had made some money in the last year, otherwise it did not make any difference what the security was, because they did not want our business if we were not making a profit. They did not want a business run under a receiver or one that would make an assignment. We know that we are protected in the advance on wagons in this advance, and we have got to have this 10 per cent. We also know that the retail dealer is in the same condition today in the price of wagons as the manufacturers. His profits have been nil. There are very few of these men who can stand up and say they are making a profit on wagons today, and the wagon is an absolute necessity for the conduct of a farm; whether the crop is consumed or hauled away it has got to go into some wagon at some stage of the game. We present the advance to you on account of the agitation between the retailers, knowing the cost of his goods and asking for a fair retail price. We are dealing with a class of people who have had the greatest amount of prosperity in this country, the farmer. We feel that we must have a share of that prosperity and we must get it from him."

From the Waterous Engine Works Co.

The Waterous Engine Works Co., never fail to remember us when sending out their annual calendar. Likewise they never fail to be among the last to make delivery, undoubtedly realizing that when they do so their calendar will get the top place on the pile. However, we had a place reserved for them so that there was no covering up of any of the others necessary. As usual the Waterous calendar is "built for business." In the centre of it appears a very handsome illustration of their factory, the work being done in colors. The name of the company is attractively silver lettered across the top, while the branches of the firm, together with the various lines they manufacture, are indicated on each side of the central cut. The calendar proper is printed so clearly that one has no difficulty in noting the figures from a considerable distance.

QUALITY



STYLE FINISH

QUALITY,—STYLE,—FINISH,—PRICE

THESE FOUR FACTORS HAVE MADE

GREER VEHICLES

THE STANDARD FOR THE DOMINION

GREER HEARSES, AMBULANCE and UNDERTAKERS' WAGONS are the latest style in many different sizes. Specially selected materials go into them, put there by workmen who know how. We also have a few rebuilt hearses constantly on hand.

GREER LANDAUS, CARRIAGES and BUGGIES have been Canada's Leaders for thirty-eight years.

Greer's Proposition to Dealers is the best ever offered the trade of Western Canada. Write and get it or call and see us during Bonspiel.

WE CAN SURELY SHOW YOU

A. B. GREER, Manufacturer, LONDON, ONT.

The JOHN STEVENS CO., Ltd.

WINNIPEG.

PRICE

The Right Kind of

Binder Twine

Our Four Brands

GILT EDGE 650 ft Pure Manilla

SILVER LEAF 550 ft., Standard Manilla

GOLD LEAF 600 ft., Manilla

MAPLE LEAF 500 ft., Standard

ROPE and CORDAGE of all kinds.

Specially Treated and made INSECT-PROOF.

R In the quality of materials
I In every process of manufacture
G In the length, uniformity and strength
H In the sack that holds it
T In the serviceable machine-laid rope used for tying the bales

Every Bale of Finished Twine is solid value.

Not one ounce of paper or other waste material.

Do not be persuaded that other Twines are just as good.

A Careful Examination and Comparison with other Brands will convince you.

Full Length and Strength.

Every Ball Guaranteed.

The BRANTFORD CORDAGE CO.

LIMITED,

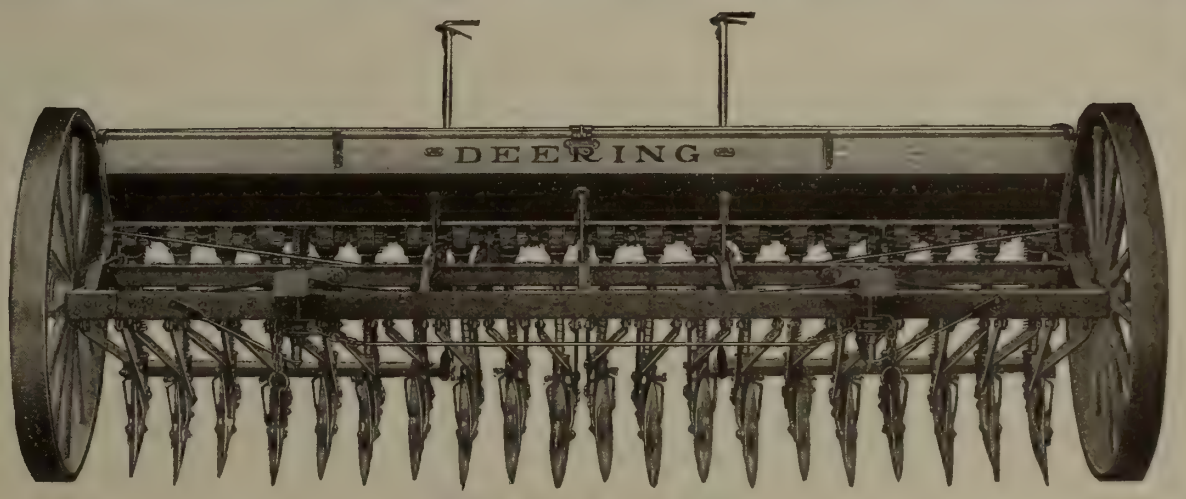
Brantford, Canada.

Western Representative

JNO. R. FIRTH,

289 Simcoe Street WINNIPEG.

It Pays To sell Right-Working Drills



DEERING SINGLE DISC DRILL

If there is one particular thing that a farmer cannot afford to do, it is to use an inferior drill

And you as a progressive dealer cannot afford to sell him a drill of that kind.

You know how much just one dissatisfied farmer can do to injure your business.

When a farmer comes to you and says "I want a drill that will open the furrow properly, put the seed in the ground at the correct depth and cover it right," sell him a Deering.

This drill not only puts the seed in the soil in the best manner for proper germination, but it has the lasting qualities that please the most exacting farmer.

Deering drills are made in three sizes—single disc, double disc and shoe, and they are supplied with 14, 16, 20 or 22 markers.

Any of the Deering drills can be changed into a double disc, single disc or shoe drill by putting on the necessary markers, consequently these drills can be equipped for use in any kind of soil.

Deering drills have many excellent features which we cannot mention here because of the limited space. These features, however, will be cheerfully explained to you by our blockman. If you prefer, you can secure information from the nearest branch house.

In addition to drills the Deering line includes :

Tillage Implements : Out-throw disc harrows, peg-tooth harrows, lever smoothing harrows, sectional cultivators and scufflers.

Harvesting Machines : Binders, reapers, mowers, tedders, hay rakes, sweep rakes, side delivery hay rakes, hay loaders, hay stackers, knife grinders and binder twine.

The Deering dealer has the opportunity to handle the famous International line of gasoline engines, cream separators, manure spreaders, hay presses, wagons and sleighs. If you want to handle farm machines and implements that satisfy, secure a contract to handle the Deering line.

Information relative to terms and territory supplied upon request.

Western Canadian Branch Houses:

BRANDON, Man; CALGARY, Alta.; EDMONTON, Alta.; REGINA, Sask.; SASKATOON, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

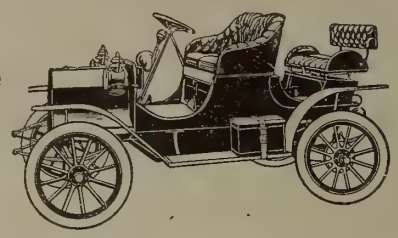
CHICAGO **U.S.A.**

REO

The Car For Country Use

STRONG, SIMPLE, SPEEDY and RELIABLE

Oldsmobile Cadillac



Ford Reo

REO RUNABOUT $700.00

ANNOUNCEMENT

TO make room for Automobiles, our superb stock of Carriages, Delivery and Farm Wagons and Cutters are being sold at sacrifice prices.

A WORD TO DEALERS

DURING BONSPIEL come and bring your friends to see our fine display of 1909 Automobile Models. We will be glad to give demonstrations and help you close with your prospects. Don't fail to take advantage of this fine opportunity.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. WINNIPEG

MR. DEALER,--INCREASE YOUR PROFITS for 1909 by handling the

Manitoba Line

The MANITOBA PUMPING and POWER WINDMILLS

are recognized as the standard for the West. Made in all sizes.

THE

MANITOBA GASOLINE ENGINES

combine **simplicity, durability** and **economy.** All sizes from 1 to 25 Horse Power.

Vertical, horizontal and portable Threshing Engines.

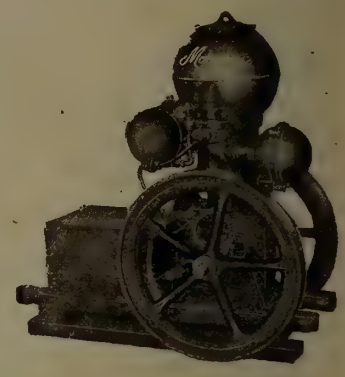
The Manitoba Line of

WOOD AND IRON PUMPS

are known to every dealer in the West. More sold than all others.

We also manufacture

Grain Grinders, Steel Saw Frames, Wood and Steel Tanks, Water Basins, Brass and Iron Cylinders, etc.



All goods MADE IN BRANDON,

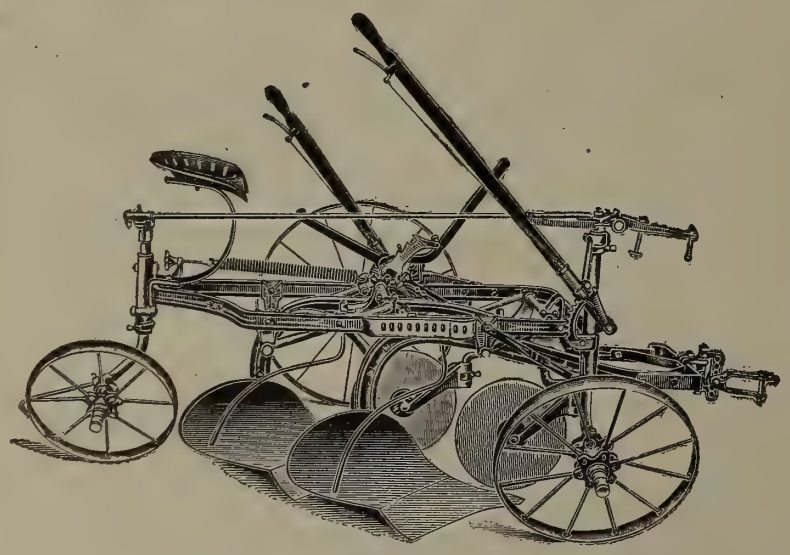
Low Freight Rates. Quick Delivery.

Write to-day for printed matter and exclusive agency contract.

The Manitoba Windmill and Pump Co., Ltd.

Box 301. BRANDON, MAN. Box 301

New Eclipse Plows



When in Winnipeg for Bonspiel, do not fail to call at our office and see the "New Eclipse" Plows on the floor.

We know you will be interested in these Plows.

If not coming in, write us to-day for full particulars of

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

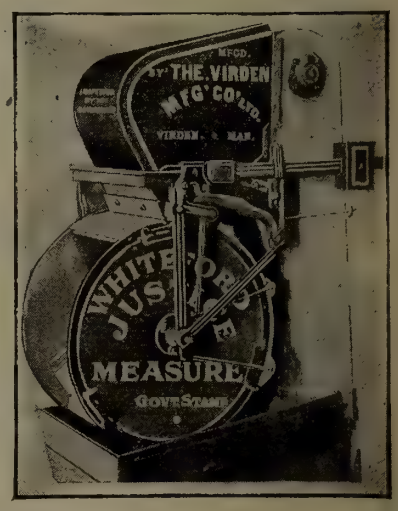
General Agents WINNIPEG.

THE WHITEFORD JUSTICE MEASURE

Something the Thresherman, the Farmer, and the Dominion Government have been looking for since threshing began.

Why?

because there never had been any way or any thing on which to base the charge for threshing that would be fair to all parties concerned, and eligible to carry **The Dominion Government Stamp** and so make it legal and protect the thresherman. In the



Justice

we have it

It is an Automatic Measure.
It measures the grain regardless of Weight.
It cannot be changed or monkeyed with.
It tallies every ½ bushel.
We fit it to any make of bagger in use.
We also make complete baggers, high Dakota style.
Every thresherman that sees it wants one.

We want agents in every town in Canada Our proposition is a good one. Write at once and secure the Agency for your District. Every Machine is stamped and guaranteed. Address all letters to

THE VIRDEN MFG. CO., Limited

Virden, Man.

CANADIAN FARM IMPLEMENTS

VOL. IX, No. 3. WINNIPEG, MAN., MARCH, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3.200.410 REST - $1,800,000

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H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.

H. Veasey P. H Vibert-J. S. Hiam Assist. Inspectors.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

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THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
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Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

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Established 1849 Capital and Surplus $1,500,000

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"NO ONE CAN GIVE YOU A BETTER DEAL."

Pulverizers, Wood and Steel Harrows, Whiffletrees,

Bevel Jacks Wood and Pole Saws, Horse Powers.

John Watson Mfg. Co. LIMITED.

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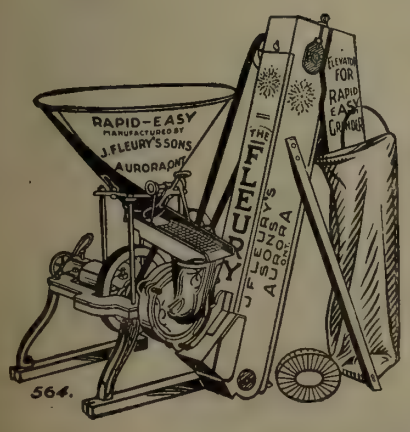
Pulpers, Feed Cutters, Roller Crushers, Grain Grinders, etc.

Lawn Goods, Wheelbarrows, Warehouse Trucks.



Less Power AND More Work

With "Rapid-Easy" Grinders than with others. Thousands in use in **all provinces,** with **powers of all sorts**—Windmill, Tread, Steam and Gas Engines. A "Rapid-Easy" will give you **pleasure** and **profit**. No other **"just as good." Only one best**—the "Rapid-Easy." **All sizes. Sold everywhere.** Tell us what **power** you have and ask for any information.

This cut shows **one** style and **only one size.**

Western Agents JOHN DEERE PLOW CO. Ltd.,

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte

Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

Profitable Lines-Look And See

We offer you the Agency for the best line of thresher attachments on the market, including belt guides, pumps, Closz adjustable sieves, weighers, baggers and water tanks. We manufacture the Foston Fanning Mill, and are Canadian Agents for Hart Grain Weighers.

Our Improved Fosston Wind Stackers are much lighter in weight than formerly. Built in our new and up-to-date factory, they are sure to bring you the blower trade.

We buy and sell second hand threshing outfits, and have a number of rebuilt rigs in first-class order now ready for delivery. Several Special Values.

H. T. HELGESON

772-774 DUFFERIN AVE.

WINNIPEG

Build Up Your

Binder Twine

Trade by handling the

4 Maple Leaf Brands

GILT EDGE, Pure Manila 650-ft.
GOLD LEAF, Manila, 600-ft.
SILVER LEAF, Standard Manila, 550-ft.
MAPLE LEAF, Standard, 500-ft.

Every Bale of Finished Twine is solid value.
Not one ounce of paper or other waste material.
Full Length and Strength.
Every Ball Guaranteed.
All our Binder Twines are regularly inspected in our mill in process of manufacture by the Dominion Inspector.
Best for the dealer to buy to sell because best for the farmer to buy to use.

Samples and prices and full information on application to

The BRANTFORD CORDAGE CO.
LIMITED,
Brantford, Canada.

Or to Western Representative

JNO. R. FIRTH,
289 Simcoe Street WINNIPEG.

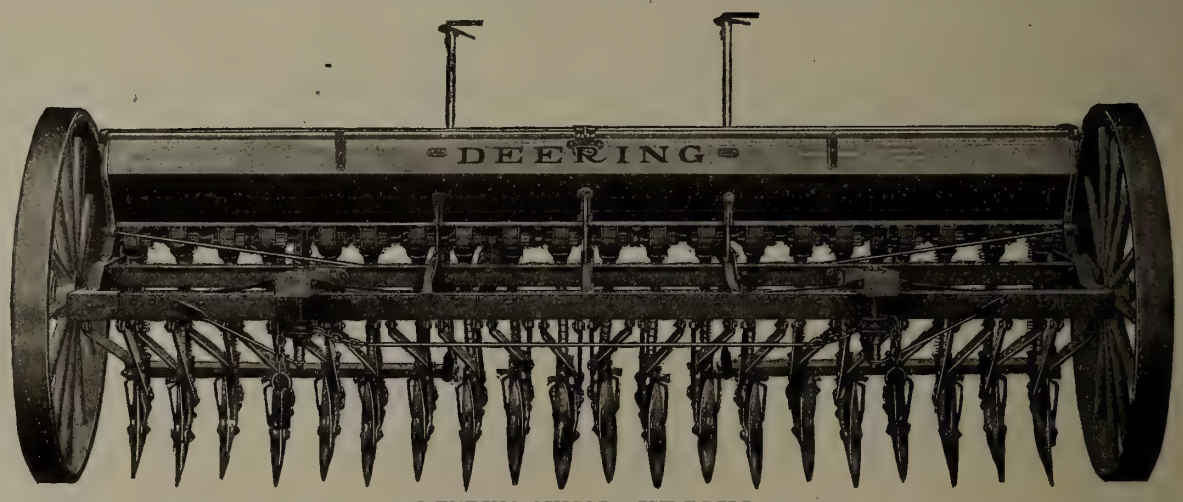
Warehousing and distributing facilities at Winnipeg, Brandon, Regina, Saskatoon and Calgary.

Specially Treated and made INSECT-PROOF.

DO YOU WANT THE BIGGEST RESULTS?

TO obtain the biggest results in the drill business, it is absolutely necessary that you handle a drill that is right, a drill that gives the farmer perfect satisfaction in every respect; in other words, one that gives the farmer the biggest results.

DEERING DRILLS give the biggest results both to the dealer and the farmer. This drill opens the furrows properly and puts the seed into the ground right and covers it properly. This feature, together with the fact that the Deering drills are built right and stay right, result in satisfied customers.



DEERING SINGLE DISK DRILL

Deering Drills are made in three styles:—single disk, double disk and shoe, and they are supplied with 14, 16, 20 and 22 markers.

The Deering double disks, single disks and shoes are interchangeable, consequently these drills can be equipped for use in any kind of soil.

In addition to drills, the Deering line includes:—

TILLAGE IMPLEMENTS: out-throw disk harrows, peg tooth harrows, lever smoothing harrows, sectional cultivators and scufflers.

HARVESTING MACHINES: binders, reapers, mowers, tedders, hay-rakes, sweep rakes, side delivery hay-rakes, hay-loaders, hay stackers, knife grinders and binder twine.

The Deering dealer also has the opportunity to handle the famous International line of gasoline engines, cream separators, manure spreaders, hay presses, wagons and sleighs. If you want to handle farm machines and implements that give results, secure a contract to handle the Deering line.

Further information will be cheerfully furnished you by our blockmen. If you prefer, you can secure information from the nearest branch house.

WESTERN CANADIAN BRANCH HOUSES:

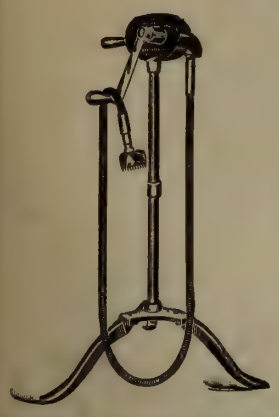
BRANDON, Man.; CALGARY, Alta.; EDMONTON, Alta.; REGINA, Sask.; SASKATOON, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U.S.A.

Stewart Clipping Machines



Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

Your jobber has them

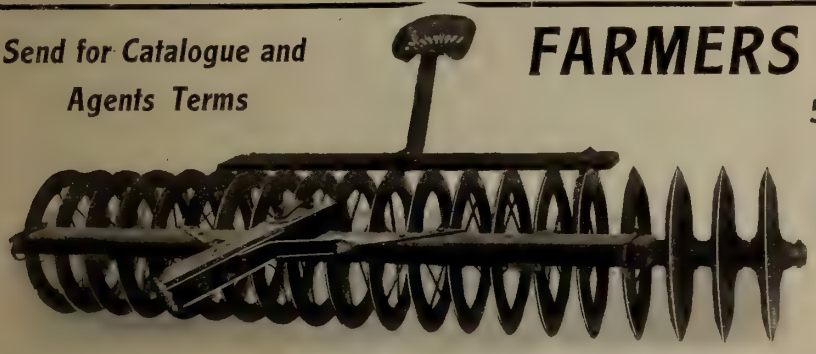
List for Canada, $9.75

Write for free advertising matter

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation

Chicago Flexible Shaft Company, 237 Ontario St. **Chicago, Illinois**

Send for Catalogue and Agents Terms



FARMERS CAN INCREASE THEIR CROP

50 PER CENT. IN 1909, BY USING A

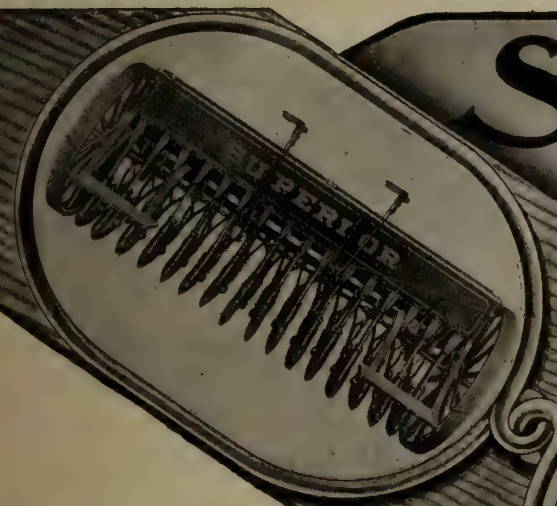
Brandon Sub-Surface Packer

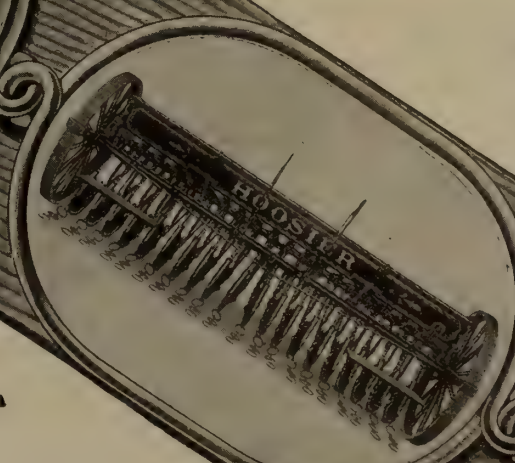
20 Wheels.	*Weight 2200.*	*Width 10 ft.*
24 Wheels.	*Weight 2560.*	*Width 12 ft.*

In the IMPROVED BRANDON SUB-SURFACE PACKER we have a tillage tool that should be in the farm equipment of every farmer and on sale by every live dealer. Its V shaped wheels or discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine in the world to-day. It is constructed in two sections, thus enabling it to conform to uneven surfaces. Bushings may be replaced at trifling cost when worn, making it a machine that will last the farmer a lifetime. Sub-surface packing is a method of tillage that every farmer and dealer in the West should investigate. We can tell you about it if you will but write us.

Address— ***THE BRANDON MACHINE WORKS CO., Limited,*** *BRANDON, Manitoba.*

SUPERIOR, HOOSIER, KENTUCKY.





Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

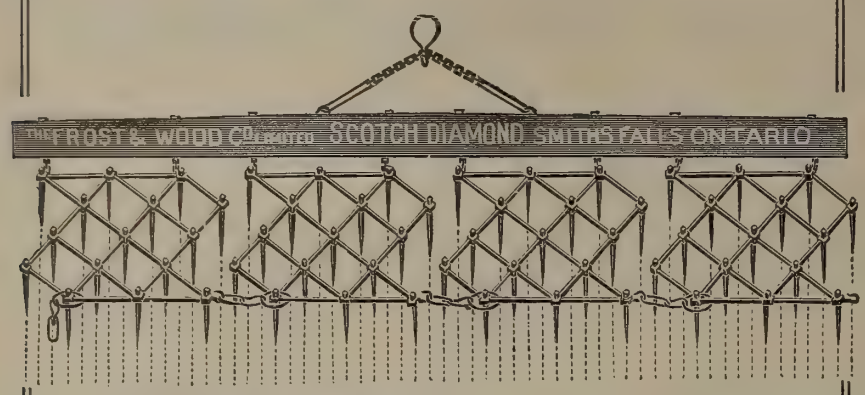
Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS



FROST & WOOD

Harrows and Scufflers

An Agency for the sale of Frost & Wood Machines is always a profitable one, because—

Frost & Wood Implements are built of the best grades of material and are machines that have proven by seventy years of actual service in the field, to be perfectly adapted to the work for which they are intended.

The reputation of **Frost & Wood Implements** is the kind that, once a man uses an implement made by us, he is always open to consider the purchase of other implements made by the same firm, when he needs them.

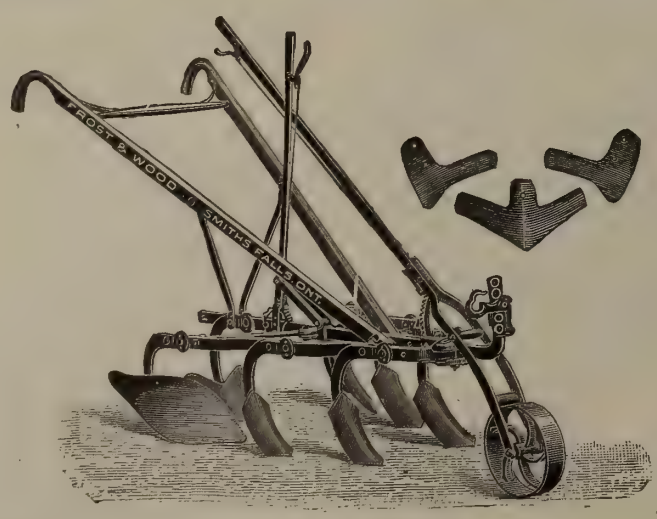
We create a demand for our goods by extensive newspaper advertising which reaches the actual consumer. It's an easy thing to sell a man a **Frost & Wood Harrow** (for instance) when he has read about it in his farm paper and made up his mind that that Harrow must be worth while investigating.

Scotch Diamond Harrows and Scufflers are two lines that you can handle this year to good advantage. The Harrow has its teeth driven through Malleable Clips insuring satisfactory wear without loosening.

Write us for prices and terms, and ask for our catalogue describing these implements. Applications for Agencies will be given careful and prompt attention.

THE Frost & Wood Company LIMITED

Winnipeg **Regina** **Calgary**



THE NAYLOR PLOW-HARROW ATTACHMENT

The Latest, Best and Cheapest on the market.

Saves the Time of Harrowing.

Fits any Gang or Sulky Plow.

Side View Naylor Plow-Harrow. Note how the harrow follows the Plow.

Light Draft: No extra Power required. Attachment turns, pulverizes and levels a strip 28 inches wide. If 4 horses used on plow, each horse harrows 7 inches. No side draft or undue strain on plow.

Construction: Only high-carbon steel, best malleable castings, and steel stampings are used. The spring teeth are of special design and highly tempered.

Relief Spring: Note the heavy relief spring at the top of the brace from the lever to the spike tooth bar. This brace holds harrow down at its work, but so made that it will give if harrow strikes obstruction.

Operation: Attachment under absolute control of driver. Can be instantly raised when turning corners or to clear rubbish.

Time Saver: Harrows the land when it is in the best condition. Saves all the time usually employed in harrowing.

Adjustments: It can be adjusted sideways as necessary to properly work the furrows, and is easily adjusted in height for deep or shallow plowing.

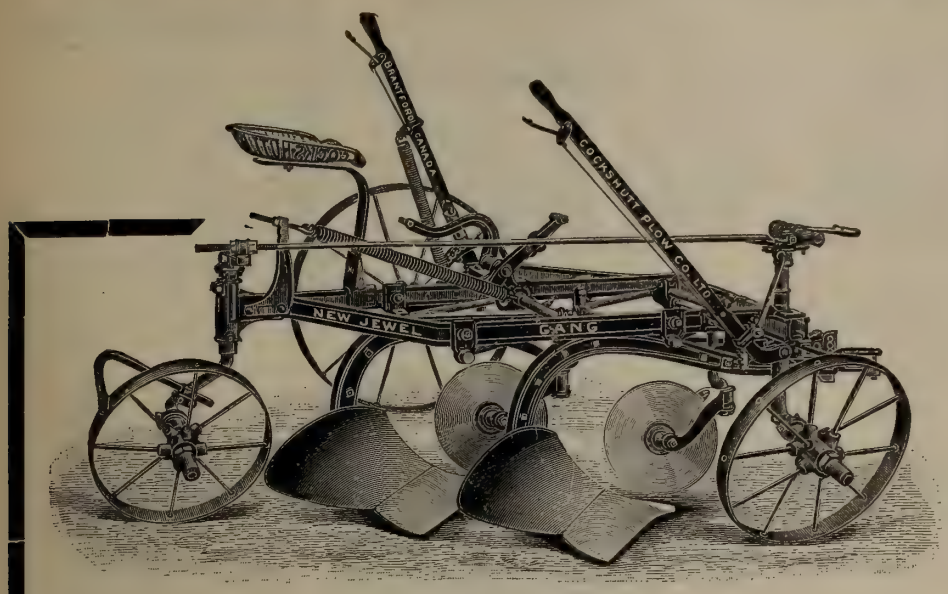
Every Attachment Covered by Guarantee.

Say, Mr. Dealer, if you want a profitable proposition write us for full particulars.

To get in on it—do it now.

HARMER IMPLEMENT CO.

WINNIPEG.



NEW JEWEL GANG.

COCKSHUTT PLOWS

Excel in every point of importance to the Western Farmer, making them the most profitable for the dealer to handle.

The Cockshutt New Jewel Gang Plow

is without an equal. Built entirely of steel and malleable iron. Standards are malleable and bridged at the bends, making them stronger than when made of steel.

Mold Boards, specially designed to clean and cover in sticky soil, and they do.

Frame, Beams, Bails, Axles and Braces are made of high carbon steel. Very strong and not easily put out of shape.

Steel Wheels have long, removable, dust-proof bearings, with large wearing surfaces, insuring long life and small cost for repairs. Large land wheel fitted with cushion spring. All wheels adjustable.

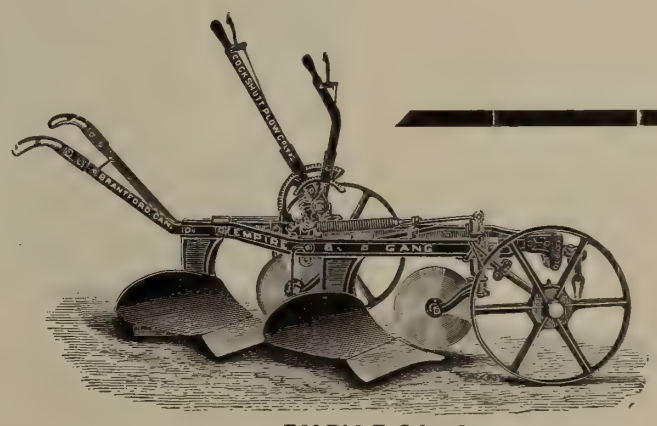
Wheel Levers are convenient to driver, and are only used for levelling the plow, the plow being operated at the ends by the foot, which leaves the hands free to manage the horses.

Lifting Device locks the plow up when out of the ground, and down when in work, but can be set so that when working in stony ground the plows will raise when striking an obstruction, thus preventing breakage.

The New Jewel Gang embodies all that is Latest and Best in Modern Plow Building. It is Canada's Perfect Modern Plow.

The Cockshutt Empire Gang

is a light two-furrow plow, that possesses many new and valuable features not found on any other light two-furrow plow. We were the first to introduce a plow of this kind, and, while there have been many imitators, we have succeeded in keeping our Empire Gang very much in advance of similar gangs.



EMPIRE GANG.

THE SPECIAL FEATURES ARE:

Extra strong steel Frame, heavy axles, dust proof wheels. The fine adjustment ratchets with which this plow is equipped, will be found of great advantage. Fitted with compound levers and spring lift of new design.

Cockshutt Plows, from the big engine gang to the small walking plow, are the pride of the makers and the envy of all competitors.

COCKSHUTT PLOW CO., LTD.,

WINNIPEG REGINA CALGARY EDMONTON

NEW COCKSHUTT DRILL

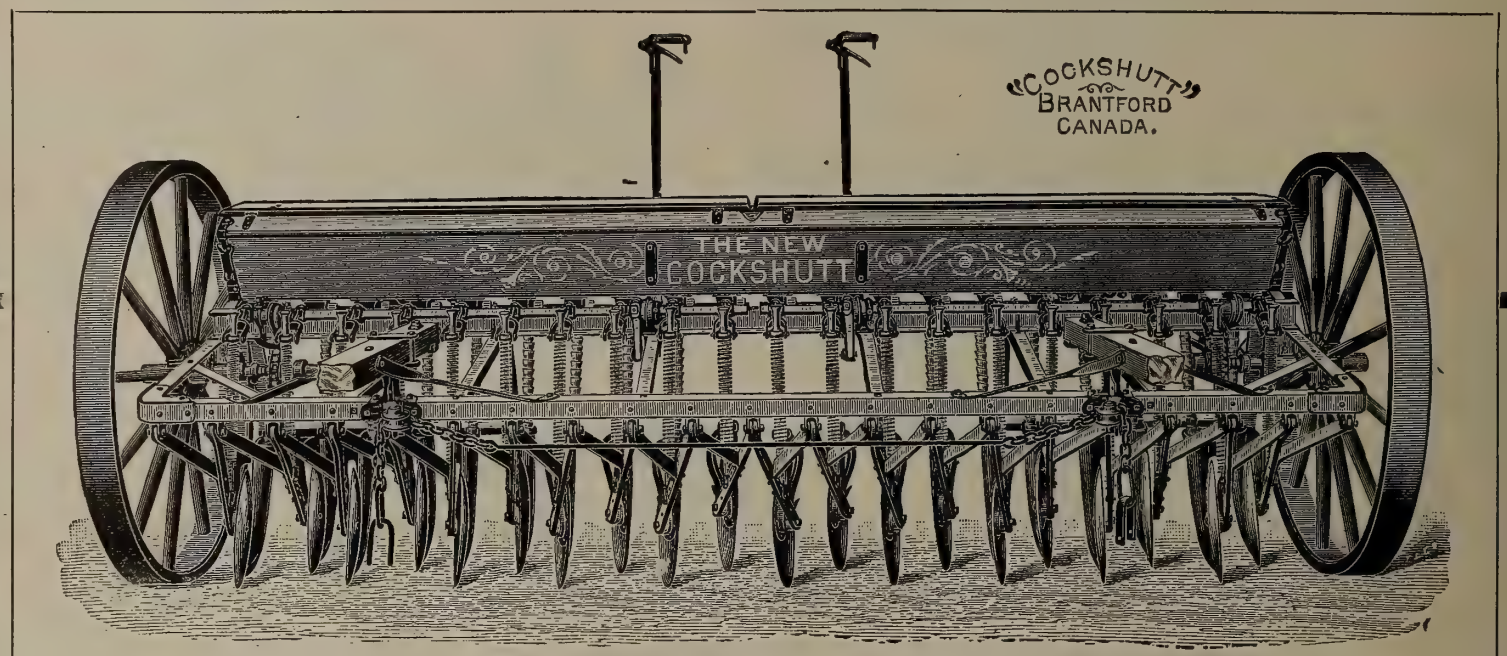
GETS THE TRADE

THE PEERLESS SEEDING MACHINE.

Because

our long experience in studying the needs of Western farmers has enabled us to build a drill that for durability, accuracy, modern construction, and complete adaptation to prairie conditions is without a rival.

The Easiest and Simplest Drill to Set Up Ever Built.



The Features that make "The New Cockshutt" Canada's Standard Drill.

Frame Carries Grain Box.—Long experience with continuous axles (drills held up in the centre by the grain box) taught us that a thoroughly light draft, true running machine could only be made with the frame carrying the weight. By our new method of construction the weight is carried by the heavy I beam, enabling us to use short axles and chain drive. Insures light draft and constant true position of all working parts.

Frame is of the Drop Pattern—made of high carbon angle steel. Corners are reinforced by malleable corners and steel corner braces. Heavy I beam runs the entire width of the machine. Castings of great strength that carry the pressure bar and axle are rivetted to this beam. (No bolts to shake loose). Two centre cross angles are rivetted to front angle and I beam; braces connect these two angles to box and centre box braces, under which pass two truss rods, thus bracing the frame well in the centre and adding greatly to its strength. Frame is all rivetted together—users on rough ground will appreciate the above construction with no bolts to shake loose. The frame will always be rigid and true—keeping all working parts in proper alignment—insuring true running and a solid foundation.

Axles are made of Cold Rolled Steel Shafting, perfectly uniform in size and of greater strength than the ordinary rough steel shafting. By the use of cold rolled shafting our axle bearings are better fitted and wear longer Our end axle bearings are pivotted to frame—this feature prevents the biting of the axle. We use short axles which are set at the correct angle to give the proper pitch and gather to the wheels—this feature is essential to a light draft machine and cannot be obtained by a continuous axle. By the use of short axles and self-aligning axle bearing, we have the lightest draft machine ever made.

Wheels are Large and Strong with extra long bearings which prevent wheels from wobbling. They are 48 inch diameter, 4 inch tire for 18, 20 and 22 Shoe Machines, and 3 inch tire for 14 and 16 Shoe Machines.

Sold with Single Disc, Double Disc, or Drag Shoes. (strictly interchangeable). They are set 6 inches apart, with 6 inch stagger on Double Discs and 7 inch stagger on Single Discs. This latter feature makes the Cockshutt Drill unequalled for seeding wet and sticky land. Also in new land it permits the sods to pass through without bunching in front.

Our Double Disc and Single Disc furrow openers, grain boots, scrapers, bearings, etc., are well known as the most durable and efficient ever manufactured. See detailed description in our new drill catalogue.

Select Cockshutt Drills, devote your energies to their sale, and an unprecedented drill trade will be your reward; insuring you satisfied customers and satisfactory profits.

COCKSHUTT PLOW CO., LTD.,

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 3 WINNIPEG, MAN., MARCH, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

Retail Dealers Have Successful Annual Meeting

Elect Officers, Extend Scope of Organization, Change Name to Interprovincial Retail Implement Dealers' Association, Elect John Crawford, Ex-M.P. Neepawa, President.

What is destined in the minds of many to be the most important gathering of retail dealers ever held in Western Canada is that which took place in Manitoba Hall, Winnipeg, during the afternoon and evening of the 16th of February. This meeting was convened under the auspices of the Manitoba Retail Implement Dealers' Association. During the conference business was transacted and decisions reached that will make the occasion a memorable one to all those who were present, and which will have a far-reaching effect so far as the thorough and complete organization of the retail members of this country is concerned.

Principal among the matters of special significance and importance was the decision to extend the scope of the Manitoba Retail Implement Dealers' Association so that the members of the retail trade throughout Saskatchewan and Alberta, as well as in Manitoba, would be eligible for membership. Having arrived at this conclusion it was then decided to change the name of the organization, the Interprovincial Retail Implement Dealers' Association being the one finally selected.

The officials were gratified with a fair attendance from different points throughout the province of Manitoba, and to note that Saskatchewan was also represented. To the observer the sessions were characterized by a quiet and unostentatious enthusiasm that speaks well for the future welfare of the Association. The many different matters of business to be transacted were promptly and carefully despatched.

President J. P. McKibbin, of Cartwright, occupied the chair, and after declaring the convention opened requested that a Secretary be appointed temporarily in order to record the proceedings, necessitated owing to the absence of Mr. W. Winram, Manitou, on account of ill health. Mr. F. D. Blakely, manager of Canadian Farm Implements, was unanimously elected to the position.

The first business called was the presentation of the president's annual report as follows: "It gives me great pleasure to be with you today, as president of the Association under whose auspices this gathering is convened, and to preside at this the first annual meeting, after the initial year in experience, of the Manitoba Retail Implement Dealers' Association.

"As most of you are aware this Association was brought into existence a little over a year ago, largely through the efforts of our secretary, Mr. William Winram, of Manitou. At that time several members of the retail trade, living along the Deloraine line, realizing the condition into which the business of the implement and vehicle dealer was gradually sinking, resolved to put forth some effort for trade betterment.

"A meeting was called, and about eight dealers assembled at Pilot Mound, and there this body, which I hope to see grow into greater and more useful attainments, was officially born. Every man present on that occasion realized the necessity for some fundamental basis for this work, and an association was agreed upon. Thereupon the following resolutions were unanimously adopted, and these today are the basic principles of this movement looking to trade betterment:

"Whereas the business of selling implements has been made unprofitable and unpleasant through dealers trading in old machines, over-stocking, selling on next year's terms, trespassing on each others territory, cutting prices, etc., etc., besides the outside evils and impositions of corporations.

"Therefore resolved:

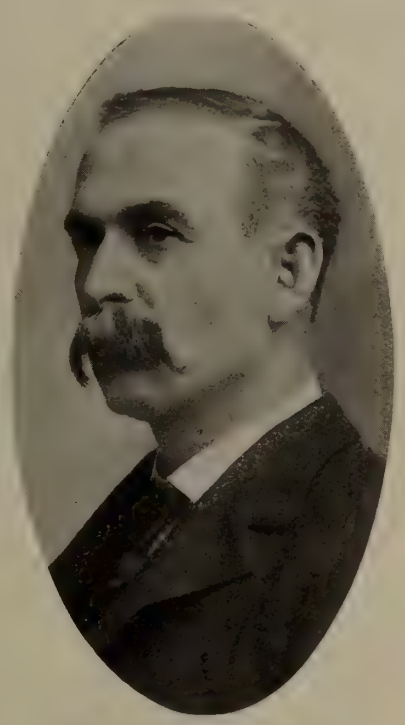
"(1) We recognize the need of the Manitoba Retail Implement Dealers' Association as a means of uniting our forces to do business in a business way, to respect each other, and bring about a fraternal feeling among the implement dealers toward each other.

"(2) That attempting to build up our individual trade by taking unfair advantages of our competitors demoralizes business, and reacts, bringing loss to all concerned.

"(3) That dealers in every town should meet together and discuss their business relations in a frank and friendly manner and come to an amicable understanding as to terms and prices, and any other matters in connection with their business.

"(4) That the members of this Association shall pledge themselves, in so far as it is possible, to a cheerful compliance with these resolutions."

THE NEW OFFICERS



JOHN CRAWFORD, Neepawa,
President.

JAMES WINRAM, Pilot Mound,
Vice-President.

CONSTITUTION ADOPTED.

"Eventually, gentlemen, a constitution was drawn up, more to act as a guide than for permanent use, and in order to facilitate the conducting of the affairs of the organization in a business-like manner. Then an organizer was put on the road to canvass for members, and over twenty new names were added to our roll in a little better than two months, at which time the organizer resigned. Since then little active work has been done in this connection, the executive believing that more could be accomplished after a general meeting at this time.

"A meeting was held in Winnipeg during Fair week, the minutes of which will be read to you later. There was a very fair attendance, and we had as a guest Mr. Geo. Carpenter, of Crookston, Minn., the secretary of the North Dakota and Northwestern Minnesota Retail Implement Dealers' Association. He gave us one of the best and most encouraging addresses that I ever listened to, and I hope that we shall have the pleasure of inviting him back for the same purpose on some future occasion.

EXTENDING SCOPE AND CHANGING NAME.

"Now, gentlemen, when this organization was first formed it was thought that the most effective means of getting all the dealers in the province interested would be to have one general provincial organization, with a sub-organization for each electoral division of the province. It was considered that the scope of the Association should be confined to Manitoba alone. However, during the last year a general change of view has taken place and today it is proposed to lay before you the matter of widening the scope of this Association so that it will embrace as members dealers from Saskatchewan and Alberta, as well as from Manitoba, and to ask your consent to changing the name from the Manitoba Retail Implement Dealers' Association to the Tri-Province Retail Implement Dealers' Association, or some such other name as you may decide upon.

Some time ago we arranged to have with us this afternoon Mr. John Crawford, of Neepawa, but unfortunately owing to missing the train he

will not arrive in the city until about six o'clock this evening. However, I hope that he will be present and join us at the banquet board."

Mr. Crawford is a veteran of the implement business in Manitoba, having ben engaged in it at Neepawa continuously for something over twenty years. He is highly respected in his community and for several sessions represented his constitutency in the Dominion House of Commons. He realizes the need for an association of retail implement and vehicle men and will give such a body his enthusiastic support and encouragement. He was to discuss for us the necessity for increasing the scope of the present Association and the wisdom of changing the name, and I deeply regret that he is unavoidably detained this afternoon.

INVITATION TO AFFILIATE WITH FEDERATION.

"Another matter which I desire to lay before you for consideration today is the invitation extended by Mr. Geo. Carpenter, last July that this Association should become affiliated with the National Federation of Retail Implement & Vehicle Dealers' Associations of the United States. This is a matter that we will discuss later during the convention and I trust that you will give it your most serious consideration.

ELECTION OF OFFICERS.

"Gentlemen, at this gathering you will be called upon to elect your officers for the ensuing year. There is little need of my emphasizing your responsibility in this connection. You all know that association success lies very largely in the hands of the officials, and on that account I would urge you to be most careful in your selections, appointing men you know to be enthusiastic, men of weight and influence with the trade, both retail and wholesale, men who are energetic and enthusiastic, men whose judgment is sound and whose actions are backed by common sense. In addition to selecting the officers and the eight or more members of the executive committee, I would suggest that you appoint three committees; of from three to five members each; one on constitution and by-laws, one on membership and the last on entertainment. It is my opinion that these committees are essential to placing the organization on a thoroughly organized basis, to facilitate the working out of its ultimate destiny, and to make it most effective in the interests of those whom it is intended to serve.

QUESTION BOX.

"During the afternoon a question box will be held and members will be invited to ask questions on any topic affecting the trade, either presenting the question verbally or placing same in writing and handing it to the secretary, when it will be presented to the meeting for discussion. It is considered that this innovation will give an opportunity for exchanging views that will be most beneficial to the members present.

DATE AND PLACE OF NEXT MEETING.

"I would suggest to you the matter of date and place of next meeting. I simply note this matter in passing that it may not escape the notice of the incoming officers.

THANKS TO OFFICERS FOR ASSISTANCE AND CO-OPERATION.

"As president I desire to render my thanks to your officers for the support and co-operation they have extended me during my term of office. I would remind you that the first year in the history of any organization is always one of experimentation, and while little can be done in the way of effecting reforms immediately, the foundation is being laid for future results. I thank the members for their support and interest and urge them to stick by the principles which the Association stands for until the last.

MAKING CANADIAN FARM IMPLEMENTS OFFICIAL ORGAN.

"And now, gentlemen, before I close I desire to place on record my appreciation of the work done by Mr. F. D. Blakely, manager of Canadian Farm Implements, the only paper published in the interests of the retail implement and vehicle dealer in Western Canada, in connection with promoting the interests of this Association. Not only has he worked personally but he has devoted considerable space in his publication in our interests from time to time. I think it would be in order that a resolution be brought in at this meeting tendering thanks to Mr. Blakely, that he be made an honorary member of this Association, and that Canadian Farm Implements be made the official organ of the Association. He has labored strenuously in our interests and we should compensate him as I have suggested to you.

"Thanking you for the attention you have given me and wishing you individually and as an Association all success in the future, and promising my aid and support in any matter for trade betterment, I lay this report open for discussion."

This splendid resume of the work of the Association since its inception was heartily received, while close attention was paid to the numerous valuable suggestions which it contained.

SECRETARY-TREASURER'S REPORT.

On behalf of the absent secretary-treasurer, Mr. William Winram, of Manitou, Mr. Blakely presented his report and submitted the financial statement. The latter showed the organization to be in a very prosperous condition. Both the report and the statement were adopted and ordered filed.

EXTENSION OF SCOPE.

Discussion relative to the wisdom and advisablity of extending the scope and changing the name of the Association was then taken up. A number of those present argued in favor of restricting the area within which dealers would be eligible for membership. It was evident that they desired to see the organization first made a success in Manitoba, and then extended, if necessary to embrace the other two prairie provinces. On the other hand those favoring expansion pointed out that a more effective organization could be built up were dealers from all parts of the prairie West eligible to membership, that such an association could be built up more quickly, and that as the dealers in Saskatchewan and Alberta were fighting the same problems as the dealers in Manitoba, they would be equally ready to join with any body looking towards the improvement of conditions as they exist in the implement and vehicle business today.

NEW NAME ADOPTED.

The question of name was then introduced and several were suggested. Of these "Tri-Province" and "Interprovincial" were the ultimate choice; some favoring one and some the other, the latter eventually receiving the approval of the majority present. The motion covering this most important part of the deliberations, being duly moved and seconded, was as follows: "That the scope of the Manitoba Retail Implement Dealers' Association be extended so that dealers in Manitoba, Saskatchewan and Alberta will be eligible for membership in this association, and that

Studebaker

What Every Dealer Wants

Every dealer handling farm wagons wants to increase his wagon sales and profits.

He wants to handle the wagon that ***is the best seller*** and

If he expects to build up and hold his wagon trade, he must handle a wagon

That will give his trade satisfaction.

The ***Studebaker*** is the best selling wagon on the market.

There is no doubt about that.

Why?

Because the ***Studebaker*** is unquestionably the best wagon.

Because the ***Studebaker*** is more widely advertised and better known than any other wagon.

And because the ***Studebaker*** is so well and favorably known, it is the easiest wagon to sell.

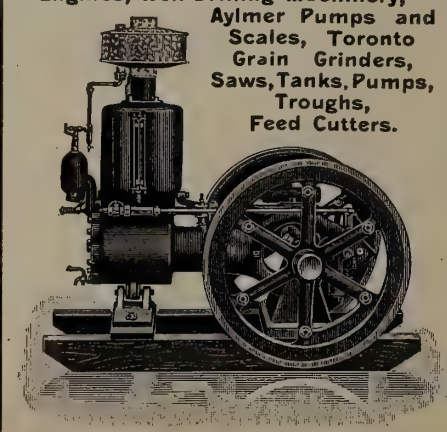
Write to us at once for full information regarding our selling plan, and for catalogs.

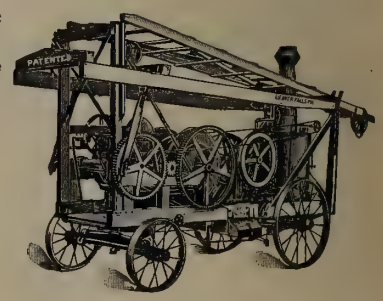
Studebaker Bros. Mfg. Co.
South Bend, Indiana

1A1008

No time to write Ad's. this month, as we are too busy FILLING ORDERS for

Canadian Airmoters, Stickney Gasoline Engines, Well Drilling Machinery, Aylmer Pumps and Scales, Toronto Grain Grinders, Saws, Tanks, Pumps, Troughs, Feed Cutters.





Rush in your orders TO-DAY.

Right Goods at Right Prices.

Get into the procession and link up with the

Ontario Wind Engine & Pump Co., Ltd.,

WINNIPEG.

the name of the organization be changed to the Tri-Province Retail Implement Dealers' Association." An amendment was then submitted, the only change from the original motion being the substitution of the word "Interprovincial" for "Tri-Province." The amendment was carried by a considerable majority.

OFFICERS FOR 1909.

Next on the order sheet was the election of officers for the ensuing year. Mr. John Crawford, ex-M. P., of Neepawa, for many years one of Manitoba's best known implement men, was unanimously chosen president. Mr. Crawford was unavoidably absent during the selection of the officials but later in the afternoon arrived and took the chair.

Mr. James Winram, of Pilot Mound, who occupied a place on the board of directors last term was appointed vice-president. This gentleman has been one of the most conscientious workers for trade betterment, and as a member of the previous executive has a thorough grasp of the Association's affairs.

No decision was reached in respect to a secretary-treasurer. For the time being the matter was left in abeyance, under the control of the executive committee. Until they came to some definite conclusion in the matter Mr. Blakely agreed to act in that capacity.

EXECUTIVE BOARD.

In selecting the eight members of the board of directors for 1909 it was considered advisable to get the best men located as closely to Winnipeg as possible. This, it was felt, was desirable in order to keep the expenses of the association, this year at least, at a minimum amount. It was expected that numerous executive meetings would require to be held during the next few months, and the expense of bringing men from long distances would be rather a heavy burden for the funds of the organization at the start. Just so soon, however, as Saskatchewan and Alberta became strongly represented in the membership, additional directors for these provinces will be appointed. Sixteen names were submitted for election, the voting resulting as follows:—

David Shirriff, Brandon; A. E. Westbrook, Rouleau; Chris. Johnson, Baldur; J. P. McKibbin, Cartwright; H. E. Hamilton, Sidney; Benjamin Steel, Deloraine; A. E. Cameron, Melita; and L. Watson, Morden.

Mr. F. C. Moore, of Hartney, was appointed auditor.

SPECIAL COMMITTEES.

As suggested in the address of the past president it was decided to appoint three committees, with the following members:

Constitution and By-Laws Committee: Secretary, chairman, (at present F. D. Blakely, Winnipeg,); J. P. McKibbin, Cartwright; and Chris. Johnson, Baldur.

Entertainment Committee: President Crawford, Neepawa, chairman; and the acting secretary, F. D. Blakely, with power to add to their numbers.

Membership Committee: J. A. Morcombe, Cypress River, chairman; A. E. Westbrook, Rouleau; W. Drummond, Minnedosa; R. Cates, Napinka; D. Sutherland, Foxwarren; E. Sager, Lavenham; F. C. Moore, Hartney; J. E. Bevan, Claresholm; E. L. McVicar, Indian Head; and Frank Grobb, Moose Jaw. This committee was empowered to add to its numbers, electing dealers from the different localities of the three provinces in order that every section be represented.

RESOLUTIONS.

Subsequent to the election of officers the following resolutions were introduced and duly carried:

To Past President McKibbi.

"Moved by James Winram, seconded by E. Sager, that the sincere thanks of this Association be extended to Mr. J. P. McKibbin, our esteemed and worthy past president, for the valuable services he has rendered this organization in the first year of its existence, and that a copy of this resolution be forwarded to him, and that it be spread on the minutes."

To Past Secretary Winram.

"Moved by J. A. Morcombe, seconded by E. Sager, that this Association record its regret at the absence of Mr. William Winram, past secretary-treasurer, which is owing to ill health; that the thanks of the Association be tendered to Mr. Winram for his energetic and enthusiastic work during his term of office, that a copy of this motion be sent to Mr. Winram, and that it be spread on the minutes."

Making Canadian Farm Implements Official Organ.

"Moved by J. P. McKibbin, seconded by H. E. Hamilton, that this Association place itself on record of its recognition of the value of the services rendered by Mr. F. D. Blakely, publisher of Canadian Farm Implements, Winnipeg; that he be made an honorary member of this organization; and, further, that Canadian Farm Implements, the only trade paper printed in Western Canada in the interests of the retail implement dealer, be appointed the official organ of this Association; that a copy of this resolution be forwarded to Mr. Blakely, and that the same be spread on the minutes."

This practically concluded the business of the afternoon session, the balance of the time being devoted to a discussion of questions asked by the members present, among which were "Binder Repairing," and "Insurance and Taxes." The matter then came up of the time and place of the next meeting of the Association, and after some discussion it was considered advisable to leave this in the hands of the executive committee for the time being.

The Banquet, and Addresses.

At the close of the business session those in attendance were entertained at a banquet. The new president, Mr. Crawford, having arrived, occupied the chair, and after the company had done hearty justice to the good things provided made his inaugural address. He thanked those present for the honor conferred upon him. In his opinion organization was greatly needed among the retail implement and vehicle men of the West, and in accepting the position of president of the Interprovincial Retail Implement Dealers' Association he would strive to make that body an effective factor in reforming many of the present evils of the business. Not only was an organization needed that would correct the abuses of the day, but new conditions were continually arising that demanded the attention of all retail men if their interests were to be properly and thoroughly safeguarded. Not only would these conditions affect the retail dealer, but their influence would likewise be felt by the jobber and manufacturer.

DISTURBING ELEMENTS.

Realizing that disturbing elements were at work it was the business of the far-seeing man to seek protection. Through organization many evils and their influences could be counteracted and for that reason each retail dealer should affiliate himself with the only organization of its kind in Western Canada. In the past members of the retail trade had suffered much at the hands of the price cutter, the corner blacksmith, and the hardware dealer, and not having an association in their interests, simply allowed things to drift along as best they might, without thought of the ultimate result. Mr Crawford voiced the belief that the wholesale jobber and manufacturer were equally interested with the dealer in all matters that affected the latter. It was his opinion that both wholesalers and manufacturers would support and help an organization, providing they found it equal to meet and remedy existing conditions.

The manufacturer who sold outside the regular trade was subjected to considerable criticism, and in Mr. Crawford's mind, there would be a great deal less of it if the local dealers had a strong organization. The great need of the dealer was education along certain lines and this could be best secured through a live association. In closing the speaker made a strong plea that all dealers should ally themselves with the new organization, because the greater the membership the more power such an association would have among the interests affecting the retail trade.

ADDRESS OF MR. H. W. HUTCHINSON

Mr. H. W. Hutchinson, general manager of the John Deere Plow

TO ENTIRELY CLEAR THE FARM OF WEEDS

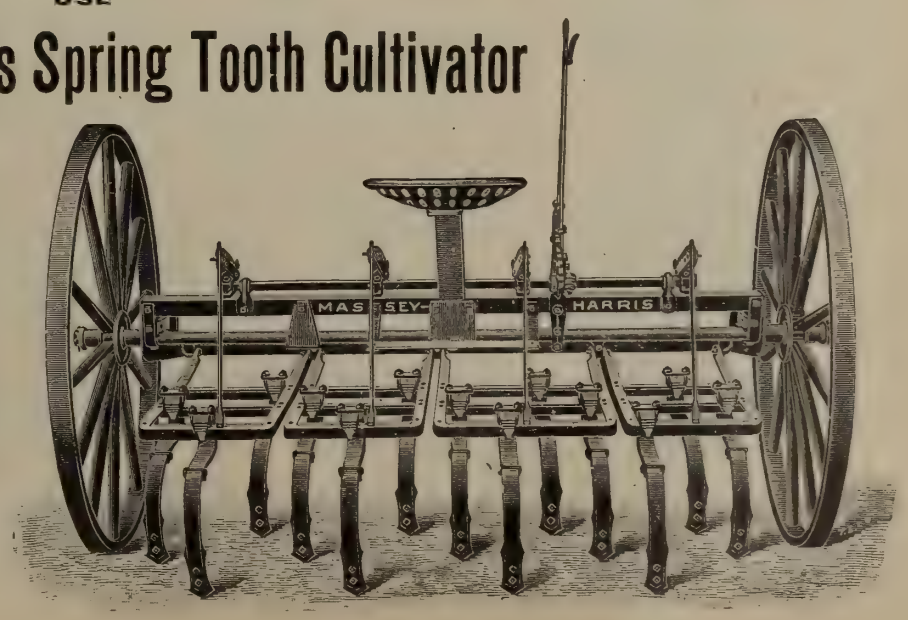
USE

A Massey-Harris Spring Tooth Cultivator

Complete with 2 sets of points, one set reversible narrow points on the machine, and one set special 7½ in. wide Weeder Blades.

Will cultivate light or heavy soil uniformly at any desired depth.

Pressure applied by one lever.



Co., in Canada, was the next speaker. His subject was the necessity for a retail dealers' association and its influence in combatting catalogue house competition. In his opening remarks he congratulated the new organization upon its formation and on the selection of officers made for the ensuing year, contending that if the future deliberations of the association were marked with as much evidence of wisdom as displayed in their choice of officials, the success of the organization was assured beyond doubt. In his opinion the association principle was one that tended for the improvement of trade conditions in whatever connection it was adopted and, if properly managed, it should prove of great value to the retail dealers of Western Canada. "Whatever," he said, "has a bearing, either directly or indirectly, on the trade of the retail dealer has its effect on the business of the manufacturer and jobber." For that reason it was essential that the dealers, in order to better their own condition (and that of the trade generally) have an organization formed on sound principles, having for its object those things which would place the implement and vehicle business on a safer, saner, and more profitable basis.

Mr. Hutchinson went on to say that a dealers' convention was an excellent institution, because it permitted an opportunity for men meeting one another and exchanging views in respect to matters of vital interest to the dealers and wholesaler or manufacturer. The commingling together had the tendency to increase confidence and gave each an oportunity to get better acquainted. There were few dealers who had not some real or imaginary grievinces, and a general airing of views among those affected usually resulted in the clearing of the atmosphere. Such meetings did away with many troubles that lacked any real foundation, and which were usually simply the product of an over fertile brain on the part of those harboring such ideas.

SUCCESS IN DEALERS' OWN HANDS.

Continuing, Mr. Hutchinson pointed out that the success of almost any dealer lay practically in the dealer's own hands. Frequently the retail man failed to get the most out of his business owing to inordinate jealousy between himself and his competitors.

Local dealers in each town should get together and discuss those things which vitally affect them as such gatherings would tend to the creation of a more friendly feeling, and would result in more confidence in one another. To be able to visit a competitor and discuss some evil without reserve was a most desirable thing for any retail man. It was not a necessary essential that there should be any combination or agreement in respect to price, but it was necessary that the dealers have a policy in opposition to cutting their prices for the benefit of customers who endeavored to secure reduction by playing one dealer against the other.

When a prospective buyer tells one dealer that he can buy any particular article from his competitor for so much less money that dealer should immediately telephone his opposition and get his statement. If dealers were less suspicious of one another there would be a marvellous improvement in trade conditions.

Referring to catalogue house competition Mr. Hutchinson stated that dealers should be firm with customers who owe them money, and are at the same time patrons of the mail-order people. To combat this competition the dealer's principle argument should be quality of product over that sold by the catalogue house. If possible, it is desirable to make side-by-side comparisons, but this is difficult owing to the fact that the dealer cannot secure a sample of the article sold by the catalogue house. It is imperative that the jobbers must furnish their dealers with correct information respecting the class of goods offered by the mail-order people to the consumers. As a general rule the catalogue house people could not buy from manufacturers doing business with the legitimate trade, and often the goods were obsolete in style and design. Every catalogue house was a disturbing element in some degree, and dealers must be prepared to strenuously fight that competition.

WHOLESALERS BEHIND RETAILERS.

Mr. Hutchinson went on to say that the wholesale men were behind the dealers in their battle with the mail-order concerns, and were ready and willing to grant them all assistance in their power in meeting such competition. To prove this it was safe to say that no jobber would buy from any manufacturer who sold to any of the "direct to the consumer" companies, even though the name of the maker did not appear on such articles as were supplied to the catalogue house.

In closing Mr. Hutchinson pointed out that the organization now formed should put forth every effort to generate greater interest among the retail dealers of the West. In his opinion it would be necessary to appoint a first-class organizer, and eventually a permanent secretary. A grievance committee would be desirable and to this body all grievances should be referred through the medium of the secretary. Dealers should then abide by the finding of this committee, and so should the jobber.

STICKS like Glue—PULLS like a Loadstone

Are you looking for the "secret of success?" What better "secret" than practical control of your local trade through a "Canadian Made" specialty that pulls trade like a loadstone and hangs to it like glue?

Sharples Tubular Cream Separators do that for leading dealers throughout the Dominion. Tubulars hold old trade and bring new.

Tubulars are the finest separators money can buy. Built on 29 years' experience, their manufacture is one of Canada's leading industries. Entirely different, in every respect, from the old ideas around which all other separators are still built. Sales way ahead all over the Dominion. Any wonder that a Tubular agency often makes a leading dealer, or that leading dealers throughout Canada—the fellows who get their pick—universally choose Sharples' Tubulars?

Sell a Tubular to-day, and you'll please that customer so well that he'll come back for a plow, harrow or something else to-morrow. His neighbors come in next week—their neighbors the week after. The Tubular starts an endless chain which pulls for you every minute.

1908 sales way ahead of 1907—out of sight of any competitor, if not of all combined. 1909 promises better yet. The Tubular has catchy, practical, exclusive advantages that make it the easiest of winners.

Tubulars have no real competition. There is no competing machines at all like them. Tubulars are sold through dealers only. How can you easier avoid catalogue house competition than by handling the Tubular, which is different, in every way, from catalogue house machines? What better time than **right now** to write for catalog and contract? To-morrow your competitor may be selling Tubulars.

The Dairy Tubular has enclosed, self oiling gears and ball bearing. To oil, simply pour a little oil in the gear case weekly.

The Sharples Separator Co.

Toronto, Ont. **Winnipeg, Man.**

He urged the placing on the road at an early date of a man qualified to work up the interest of the retail man and get him to cast in his lot with the dealers' organization in their efforts towards improvement of trade conditions.

Address on "Credits" by Mr. E. A. Mott

The chairman then called upon Mr. E. A. Mott, western manager of the Cockshutt Plow Co., who delivered a most interesting and timely address on the important subject of "Credits." During his discourse, Mr. Mott stated that he was particularly well pleased to be present and to take part in the proceedings. He felt that there was plenty of scope for the work of such an organization as the Interprovincial Retail Implement Dealers' Association, and, in his opinion, the movement was well worthy of the cordial support and co-operation of every retail dealer in Western Canada. For himself he would watch its progress with deep interest and with sincere wishes for success.

Referring to his subject Mr. Mott said that it was not the kind of material from which an eloquent after-dinner speech could be constructed, nor the most fitting for a festive occasion. Those present had assembled together for the purpose of discussing business and as they were interested in a movement that tended to purge the business of the implement dealer of some of its undesirable features, his topic was of supreme importance.

The selling of farm implements and vehicles was, to a large extent, a credit business. The first question the dealer should take into consideration in granting credit was that of the responsibility of the customer. As business men all were aware that there were a great number of prospective buyers who were, unfortunately, utterly unworthy of credit. Caution should, therefore, be exercised when credit sales were made. It was imperative to secure accurate knowledge of a customer's standing, and to get same every dealer should make a thorough investigation of prospective buyers. If due care was taken in the granting of credits, at the time of making sales, a dealer's books would show much better at the close of the collections season.

INTERCHANGE OF INFORMATION HELPFUL.

Mr. Mott contended that an interchange of credit information between dealers and merchants of the same town would be found very helpful and of great mutual advantage to all. When a person sought credit merchants should make it their business to find out from whom he purchased supplies previously, and they should then follow the results of their enquiry up by going to these other merchants and find out from them the ability of the prospective buyer to pay and the manner in which he met his notes when they reached maturity.

The speaker recited the fact that about a year ago the Winnipeg Wholesale Implement Association undertook to organize a system for the purpose of securing information regarding the undesirable credit risks of the province of Manitoba. This information would be at the service of each dealer who became a subscriber. It would practically mean the establishment of a credit bureau, and no doubt could have been worked out successfully, at a minimum cost, had it had the support and co-operation of all the retail dealers of the province. At this point Mr. Mott submitted the letter sent out by the Winnipeg Wholesale Implement Association, which was as follows:

LETTER SENT TO MANITOBA DEALERS

"Dear Sir,—The wholesale implement trade has had under careful consideration for some time the question of working out some method to materially improve the credit conditions in the implement business throughout Manitoba. It is felt that some united concerted action on the part of all interested in the trade, both wholesale and retail, would lead to greatly improved conditions in this respect.

We believe that a very general feeling exists among those who are interested in the implement business that some earnest effort should be made to improve the present credit situation, and afiord better protection to trade in the matter of credits.

A committee of this association has mapped out the following plan which we feel should receive the active support and co-operation of the dealers. It is proposed

USUAL CROP OF CREAM SEPARATOR SNARES AND TARES

If actual merit alone prevailed the DE LAVAL cream separator would be the only one made, sold or used.

But the dairy farmer with his dollars is an alluring proposition to those who "need the money", so that every season brings with it a new crop of separator fakes and fables, with some of the old conjurers over again and always a few fresh ones.

Last year the new and improved line of DE LAVAL machines literally swept the field. This year everybody has a "new" machine, which is the one thing they universally harp upon in their talk and advertising. But it is mostly bosh and nonsense. There is mighty little new to them. No more DE LAVAL patents have expired so that there is nothing else "new" that they can lay hold of this year.

There's the usual crop of fakirs appropriating the facts of DE LAVAL separator use and the endorsements DE LAVAL separators have received, and quoting them as though they applied to their own inferior imitations of the standard cream separator.

There's the concern which makes the inferior disc separator and speaks of the "disc" separator being "the machine which has won out universally in Europe, the home of the disc separator". True, but it was the DE LAVAL that has done the winning out in Europe, as it has in America.

There's the political separator concern, with the new "year" or "cents" trademark, whose claim it is to be hoped nobody ever believes, and which manifestly practices the circus man's theory that the great American public ever likes to be fooled.

There's the only concern which has stuck to the abandoned DE LAVAL "hollow bowl" of 30 years ago, but will this year desperately join the procession of ten year back DE LAVAL imitations with a "disky bucket bowl" machine.

There's the "Trust," striving to complete its monopoly of dealer and farmer, harvesting much costly separator experience, largely at the expense of buyers-for-use, through trying to build a cream separator like ordinarily made farm machinery.

There's the "mail order" outfit, with their cheaply made machines, bought here aud there, not made by themselves or sold under the real manufacturer's name, all claiming the earth and many of the things that should be below it.

But the merry lot changes and dwindles every year. They gradually drop out and leave their unfortunate patrons helpless with trashy machines. More will fade away this year. The dairy farmer, like the creameryman, is coming to know something of separators. He doesn't swallow mere "claims" so easily. 98% of the world's creamerymen use DE LAVAL machines. The percentage of farm users content with nothing else is always increasing.

There isn't a single reason why every man who buys a cream separator this year should not buy a DE LAVAL. There are many reasons why he should. The best costs no more than the various grades of inferior imitating machines.

A DE LAVAL catalogue may be had for the asking.

Application for agency in unrepresented territory given prompt attention.

De Laval Separator Co.

WINNIPEG

Montreal **Vancouver**

ASPINWALL POTATO MACHINERY

Established Reputation

BEST of Workmanship Material Service

MACHINES WITH A PEDIGREE AND THE MOST PERFECT FOR THE PURPOSE IN THE WORLD

Cutters, Planters, Sprayers

Diggers, Sorters

CATALOG MAILED FREE

ASPINWALL MFG CO.

JACKSON, MICH., U.S.A.

CANADIAN FACTORY GUELPH, ONTARIO

to secure lists from all the wholesale implement concerns and from each of the local dealers in Manitoba.

First of those who are utterly irresponsible and entirely unworthy of credit.

Second of those who on account of their heavy indebtedness and general slow-pay reputation it would be best to confine as closely as possible to a cash basis or obtain full security for any further credit that might be extended to them.

These lists would be compiled and printed in a reference book, which would cover the province of Manitoba, and it would be the intention to have this list revised and a book re-issued once each year. Providing sufficient dealers endorse the proposal the 'Winnipeg Credit Clearing House,' has agreed to undertake this work and handle it in a thoroughly efficient manner at a subscription price of $3.00 and furnish each dealer with a copy of the book at this price. In covering the whole province it would have the additional advantage of posting a dealer in regard to any prospective customers who have been found undesirable in a certain district and who have afterwards moved to another part of the province. We believe the retail dealers will also recognize the great advantage of having access to a complete list of the customers of the large implement concerns, who have proved to be unsatisfactory and who should be included in one of the two classes above mentioned.

"Will you now kindly signify whether you would care to join such a movement, if so please favor us with a reply on the enclosed postal at your earliest convenience.

Yours very truly."

Mr Mott recommended consideration of the above matter to the new organization, stating that if the retail dealers would like to carry on the proposition to completion the Winnipeg Wholesale Implement Association would be glad to accord them every assistance in the undertaking.

CREDIT TERMS.

The next most important consideration was credit terms. In the opinion of Mr. Mott it was possible, particularly in the older sections of the country, to materially increase cash sales for implement and vehicles. When discussing the sale of an article with a customer it would be advisable to, at least, suggest cash settlement. This could be diplomatically done by pointing out the saving that could be effected by buying for cash. Of course, it was necessary to handle the matter very carefully, always indicating the extreme credit price and the lowest cash price that could be accepted commensurate with a respectable profit. This permitted an excellent opportunity for mentioning the very favorable discount allowed for immediate payment. In any event every dealer should aim to get some cash on each transaction. It was not possible to do this always, but it was well worth trying.

Continuing, Mr. Mott showed how desirable it was that fall terms be shortened, especially in many of the earlier districts. Where the crop was marketed from about the middle of August it was desirable that October 1st be adopted as a settlement date, instead of November 1st or later. Mr. Mott showed that conditions in respect to the grain movement were rapidly changing, and it was now possible for farmers to get their product marketed earlier than it was in years past. This particularly applied to the province of Manitoba, where increased railway facilities and the building of new branch lines made it possible to market much more rapidly after harvest. "The necessity for changing the date of settlement to October 1st," said the speaker, "was forcibly brought home to me during a visit to a southern Manitoba town last fall, when a dealer there informed me that he had sat in front of his warehouse during the first two weeks in October and had had the pleasure of watching a number of his customers drawing in grain, and proceed to the bank to pay notes falling due the 1st of October and drawn in favor of his competitor, the latter having been shrewd enough to make his notes payable on that date."

How to get bigger crops

Get a Planet Jr. Saves two-thirds your time, prepares the ground better, and with less seed, gives greater results. No other farm and garden implements do the work so well or last so long.

Planet Jr.

No. 25 Planet Jr. Combined Hill and Drill Seeder, Double Wheel-Hoe Cultivator and Plow opens the furrow, sows the seed accurately in drills or hills, covers, rolls, and marks out next row in one operation. It also has perfect plowing, hoeing, and cultivating attachments.

Planet Jr. 12-tooth Harrow Cultivator and Pulverizer is a wonderful tool for berry-growers and market-gardeners. Works deep or shallow, without throwing earth on the plants, and pulverizes the soil thoroughly. Invaluable wherever fine close work is needed.

Write to-day for our new free 56-page catalogue of 1909 Planet Jrs.—45 kinds—a tool for every gardener's need.

S. L. Allen & Co., Box 1108Z, Philadelphia, Pa.

Write for the name of our nearest agency.

Cream Separators That Sell Themselves

Just imagine this conversation and it's no great task to imagine it, for it happens every day.

Customer—"Have you a cone separator?"
Dealer— "No, but I have a separator here that—"
Customer—"Have you an EMPIRE DISC?"
Dealer— "No, but I have a separator here that—"
But the customer had walked out disgusted.

The cow-owner of this country thinks for himself and he **wants what he wants, not what a dealer wants to sell him.** If you have **only one** kind of separator to sell, you have to prove that **one kind** is best.

If you sell the Separators of

THE EMPIRE LINE

in a full range of sizes and capacities; if **you** are **selling**

The Frictionless EMPIRE (The Cone Separator)
The Center Feed EMPIRE DISC (The perfected Disc Separator)

you are bound to make the sale, for you have **both of the really standard methods of separation and**

THE MACHINES WILL SELL THEMSELVES.

Send us your name and address, and let us give you a proposition whereby you can meet any kind of cream separator competition, no matter what it may be.

EMPIRE CREAM SEPARATOR CO. OF CANADA, LTD.

482½ MAIN ST.
WINNIPEG

DON'T ENCOURAGE EXTENSIONS.

No dealer should offer any encouragement to a customer to expect extension on his note when it is due. Education in this respect should be in the opposite direction. Disregard of the due date of a note was one of the great evils of the implement business, and it should be the aim of every man granting credits to educate customers to realize that they are both morally and legally bound to respect the due date of a note, and that they should make every effort to provide for payment of it when it reaches maturity. On this point Mr. Mott placed considerable emphasis. He said: "There is altogether too much laxity in this direction, and we should each do our part to correct this evil. When a man makes a written promise, to pay a certain sum of money on a certain set date, he should leave no stone unturned to faithfully carry out that promise, and if through unforeseen force of circumstances he finds himself unable to carry out that obligation to the letter, he should, at least, make it a point to have some satisfactory understanding about the payment before the day it matures."

Dealing with the matter of keeping accurate and convenient records it was shown how absolutely essential such were to the proper conducting of a successful business. Every man admitted that a business could not be prosperous if careless and slovenly bookkeeping were indulged in. Some dealers failed to realize this and through carelessness in this direction lost hundreds of dollars annually. It was within the scope of a live and aggressive organization to encourage and stimulate careful and accurate business methods among members in the proper recording of transactions. It was not essential that a man be an expert accountant, but it was imperative that he understand the general principles of bookkeeping before he undertook the operation of even the most simple business. Each dealer should realize the great importance that attaches to a complete record, and how necessary it was that he should have such of every transaction he engaged in.

POOR COLLECTOR A POOR BUSINESS MAN.

A most important part of credit work was the ultimate end of the transaction, namely, collections. In Mr. Mott's eyes a drifting policy in regard to collections would sooner or later end in disaster. It was the general opinion that "a poor collector was a poor business man." By many it was held that the collections end of a dealer's business should receive even greater attention than the sales department. The dealer who could meet his own obligations and get his money from his customers usually enjoyed a high credit rating. Such gave him an advantage in his dealings with jobbers and manufacturers, and to this advantage he was unquestionably entitled.

As a good system was necessary in handling collections it was the wisest policy for a dealer to thoroughly review his accounts during the early fall, listing all those having a reputation as "slow-payers," and getting after them early and strenuously at the time their paper matured. The speaker suggested that dealers should list out carefully in a loose-leaf book of convenient size, alphabetically arranged, every claim that is due or past due. This book should be carried and used as a reference in road work, while it was also convenient for use in the office. It formed a ready reference to each and every claim that a dealer had on his books, and a column could be provided showing just what disposition was made of each particular claim. Mr. Mott submitted a form which we will endeavor to reproduce in some future issue, or which we will be glad to furnish to those dealers interested in such a record.

ASSOCIATION SHOULD HELP IMPROVE CREDITS.

In conclusion he said: "I have no doubt that many of you fully realize the importance of the credit side of your business, and that you have adequate workable methods for safe-guarding your interests in this particular. The subject is of such importance that it is well to emphasize it in your association work, and be ready to adopt any means that may be found helpful. I believe that close attention to, and careful discrimination in granting credits, together with a vigorous collection policy, will go a long way toward raising the standard of the retail implement business, and in making it a more profitable and successful vocation in life."

THANKS TENDERED SPEAKERS.

At the conclusion of this address it was moved and seconded and unanimously carried that the thanks of the Association be tendered to Messrs. Hutchinson and Mott for the very able addresses delivered. In replying Mr. Hutchinson endorsed all that had been said by Mr. Mott, and emphasized the adoption of October 1st as a settlement date by the dealers of the older settled portions of the country.

Pointed Address on Dealers' Advertising.

The next speaker called was Mr Blakely, manager of Canadian

THE HAMILTON PULVERIZER

AN ATTACHMENT FOR PLOWS

(Patented)

Will pack the soil at the same time as plowing is done and will do it thoroughly without causing much draft—no need for an extra horse. Over 100 dealers sold in Western Canada in first three weeks. Some dealers report sales of 25 to 30 before they even had sample.

GOOD TERRITORY STILL OPEN. WRITE FOR PARTICULARS.

THE HAMILTON PULVERIZER CO.,

61 Merchants Bank Building, Winnipeg

GOOD SELLERS-GOOD PROFIT

IN

THE RELIABLE RAYMOND LINES

RAYMOND SEWING MACHINES

the kind your Grandmother used, your Mother used, and you should use and sell. For half a century they have been the acknowledged favorites and leaders.

All the most up-to-date improvements known to the Sewing Machine World are found on them.

NATIONAL CREAM SEPARATORS

Have been proven beyond a doubt to be a high class, durable, reputation-building separator, one that a dealer can recommend as as being the best, knowing it to be a fact. Why not handle a sure thing?

Write for Agents Terms and Catalogues

RAYMOND MANUFACTURING COMPANY, LTD.

312 Donald Street, WINNIPEG.

To the Retail Dealer.

If you are looking for the best Washing Machine that is on the market, which makes it the easiest to sell, and one which a good many of your customers have heard about, (judging by the number of letters we receive daily), you should write us for full particulars regarding the

'PASTIME'

It is Warranted To Wash Clothes cleaner, quicker and to operate easier

than any other hand power Washing Machine in the World.

Is that the kind you are looking for?

Over Two Hundred retail dealers in Canada to-day outside of Winnipeg, are buying them regularly. You better join the procession. We prefer to sell but one dealer in a town. If you want to be that one in your town, write us and we will be pleased to send you full particulars.

Parsons Hawkeye Mfg. Co.

Manufacturers and Distributors for Canada

Winnipeg, Man.

McLennan, McFeely & Co., Ltd. Vancouver.

Exclusiye Agents for British Columbia.

AND

The Chapin Co. Calgary, Alta.

General Agents for Alberta.

Farm Implements, who presented a splendid paper on "Some Helpful Suggestions Concerning Dealers' Advertising." Because this paper contains many things that every dealer ought to know we reproduce it in full. It says:

"All of you here are well aware the mighty factor advertising is in present day business, and most of you have, or should have, given some attention to the subject since you became engaged in the implement and vehicle business. Let me say to you, gentlemen, that by original, convincing, and effective advertising the small manufacturer has made his little shop, covering a few square feet, a mighty plant, extending over many acres; the jobber, doing comparatively little trade, has increased his volume until its value has run into the hundreds of thousands, while countless thousands of retail men have increased their businesses twenty, forty, sixty, and even one hundred fold. That advertising is something essential to the success of modern commercialism may speedily be learned by any man who takes the trouble to investigate.

MANY THINGS TO CONSIDER.

"Having determined for himself the value of advertising a dealer has several things to consider in the matter of starting a publicity campaign. There are so many methods by which such may be undertaken that to discover the most effective should be the object of the dealer who is going to spend money in it. Whether it shall be done by personal solicitation, newspaper publicity, or through catalogues, circulars, handbills, etc., by demonstrations or other novel methods, is the something that each prospective advertiser must decide for himself.

"It is not my intention to outline any hard and fast policy in respect to retail dealers' advertising, for having travelled over the three prairie provinces during the past twenty-five years I know that vastly different conditions exist in different sections of the country, but this I will say that I personally believe that the pages of a local newspaper is the most effective, and at the same time most economical means of advertising for the dealer resident in the town or village where the paper is printed. Where there is no local paper catalogues, handbills, circulars, etc., must be resorted to, while they can also be profitably used by the dealer who is using newspaper space.

SHOULD SUPPORT LOCAL PAPERS.

"Here let me emphasize something for your benefit. Let me say that every local paper should have the staunch support, not only morally, but financially of every dealer and merchant of the town from which it is published, regardless of whether the editor is a "good fellow," or whether or not his political views are 'right.' You must realize that, like your own, the newspaper man's business is a local enterprise tending towards the upbuilding of the social life and commercial interests of your community, and consequently everything that you can do to encourage its growth and development is profitable, while at the same time if you are using space it brings your goods prominently to the attention of the readers from whom you are expecting business.

"Take for example the following as an object lesson in why you should advertise in the local newspaper. If there are in all three dealers, including yourself, in your town and you are getting but a quarter of the entire implement and vehicle business transacted in your town, it is clear that you are not getting your share of the trade. Instead of getting, at least, one-third as you should, you are merely getting one-quarter, the balance being divided among your competitors. Now, then, supposing you decide to give advertising a trial. You make a contract with the publisher of your local paper to use so much space each consecutive issue for the year. You use that space each week, and by convincing arguments and genuine statements you succeed in bringing your trade up to one-third of the total. After reaching that point you decide that it has been a profitable investment and you increase your space and continue your policy, thereby stimulating new business through the demand for lines not previously sold in your district, and you later find that instead of merely having your own one-third of the business, you have succeeded in capturing a fair proportion of that formerly held by your competitors.

MAKE ADVERTISEMENTS SPECIFIC.

"Now regarding the use of that space. In the first place advertise seasonable lines. My opinion is that the most effective advertising is that which is limited to a detailed description of one or two particular articles in each advertisement, changing each week to other articles, but always sticking to seasonable lines. Is it not true that enumerating the various classes of goods handled sometimes causes confusion in the minds of the readers, and does not give an opportunity for presenting the strong points of any particular one of them? and it is the particular points of merit that interests the prospective buyer. Again see to it that your copy is original. The more original it is the better the results. Stamp it with your own personality by using local hits. These always attract the attention of the reader, and cause him to look forward to your future announcements.

"Having prepared the 'copy' for an advertisement the dealer must consider the matter of space. I believe that an advertisement should not be filled with small type. 'Tis better far to say less, to confine the argument to a few outstanding features, to put the matter in larger type and to leave sufficient white space around it to make it stand out conspicuously on the page. Display attracts attention and a farmer is more likely to read an advertisement that appears brief and to the point than he is to labor through a great amount of matter crammed into a very limited space.

THE MATTER OF ILLUSTRATIONS.

"Next let us consider the illustrations to be used. Many a dealer has allowed his publicity to lose its effectiveness by using cuts not suited for the purpose. For printing in the ordinary newspaper the dealer should see to it that he has coarse screen electros for illustrating his advertisements, because a fine screen electro, such as we use in Canadian Farm Implements, or is used in any other publication printed on a fine quality of surface paper, will simply make a blotch on ordinary news print.

"In and above all, see that your copy is carefully put together, that it is changed from week to week, and that you use the most convincing arguments; that your prices quoted are right; that no extravagant statements are made; that you use plenty of space; that the matter is not crowded but is given good display; that the illustrations are suitable to the quality of paper upon which the advertisement appears, and there is no doubt but that your printed talk will be like all other printed talks, and live long after the author has joined the great majority.

OTHER FORMS OF PUBLICITY.

"The next best form of advertising is through booklets, circulars, cards, etc., but as in the case of newspaper publicity, they must be equally well prepared. All attempts at mirth should be eliminated, and a straight business proposition stated in a straightforward, business-like fashion. In the matter of illustrations in this connection, it is important for the dealer to remember that on fine paper it is essential to use finer screen illustrations than those run in the local newspaper. Many of the manufacturers and jobbers are prepared to furnish dealers with live advertising matter of this kind, bearing the dealer's own name and address, on application, and I would personally urge every dealer to make use of this source of supply. Such advertisements are prepared by experts, and contain the very best and most convincing arguments for the sale of the goods advertised. Dealers should use them.

"Again there is the spasmodic, irregular, infrequent advertising that runs in January, is discontinued until June, when it appears for a brief spell, and then lapses into silence for another six months. Such publicity is not the kind that should be indulged in by the man

who is anxious to get the greatest results for the money expended.

NOVEL ADVERTISING METHODS.

"Other forms of publicity may be used with profit from time to time. It is well to consider having a spring opening, or a special delivery day, to have an exhibit where different classes of machines may be seen in actual operation, or some other novelty for bringing trade. Across the line dealers, large numbers of them, have found such things to be exceedingly good for business, consequently it must be admitted that this, too, is good advertising.

"Surely every dealer must admit that the secret of success in most businesses lies in advertising being judiciously done. It is not reasonable for a dealer to say that advertising does not pay. All action looking towards the getting of business is advertising in some shape or form, and every sale made is the result of publicity in some shape or form. The fact that the present day methods are the most advanced in the history of the world is the best argument as to the merits of the judicious use of printers' ink.

AN INSTANCE OF ADVERTISING.

"Before closing let me recite for you one instance of the value of advertising, and I hope you will bear it in mind in the days to come. You all know that the Hudson's Bay Co., was founded in 1670, over 238 years ago. During their whole development they spent not one dollar in Canadian publicity outside of their catalogue. Until about twenty-five years ago they had a practical monopoly of the fur trading and general store business of Western Canada. Then other enterprising concerns came into the field and by progressive, energetic publicity won a share of the trade, gradually increasing it, from year to year. Time and again the Hudson's Bay Co. were solicited for advertising in newspapers, journals, etc., but the officers of the firm always contended that it was absolutely unnecessary for them, the oldest and best-known business concern in Canada (?); a company that had owned all the lands which make up Manitoba, Saskatchewan, Alberta, and the North West Territories to spend money in a publicity campaign. When, however, it was brought home to the Hudson's Bay Co. that they were losing business some ten or twelve years ago they commenced to advertise and have stayed continuously, although conservatively, with it ever since. Gentlemen, it is my own opinion, and it has been very generally endorsed by men with whom I have discussed the matter, that had the Hudson's Bay Co., backed by their unlimited wealth, spent the same amount of money in aggressive advertising as has been spent by their most formidable competitor, the T. Eaton Co., since the latter started here for business four years ago, the latter would not today have a mammoth and magnificent establishment located at the Gateway of the West.

"Remember, Mr. President and gentlemen, that all publicity depreciates in value unless it is continuously backed up by prompt service, satisfactory delivery, and the 'making good' of all claims as announced through newspaper space or by circulars, catalogues, etc."

At the conclusion of Mr. Blakely's address the meeting adjourned to meet again at a time and place selected by the executive board.

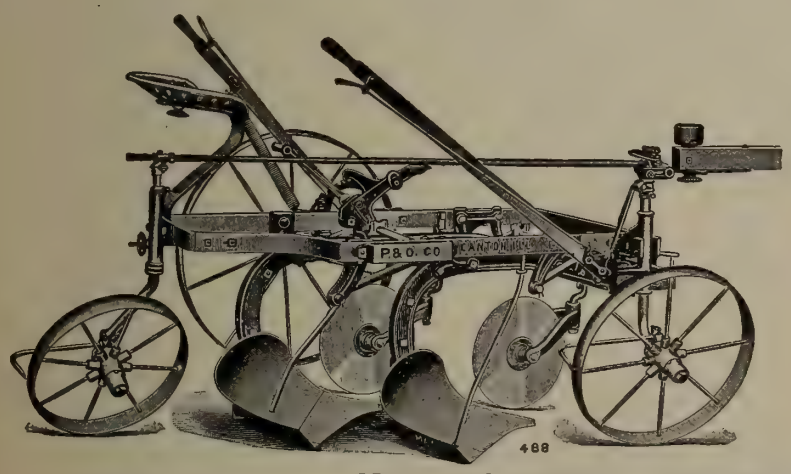
Keep Your Temper.

Business is a fight. You can't even stay in the game if you don't fight, you can't succeed unless you conquer. It is a long-drawn-out battle; hence partial victory perches first on one banner and then the other. From start to finish it is a case of the survival of the fittest. Any time you are caught with your hands down you are going to get hit, and it may prove to be the "knock-out" blow, says Sample Case.

Never underestimate the other fellow. You may think that he is crazy; you may think that he is on a trip to Europe; but you don't want to let that or anything else fool you. Eternal vigilance is the price of success. The boy said that he loved to watch "dad" play poker, and he says everybody in the game has to watch him, and if they don't, it's easy money for "dad." So it is with any competitor. There is only one safe way and that is to keep your natural or mind's eye on him at all times.

There should be no such thing as hatred in business; but one should feel genuine pleasure in conquest.

To outwit a competitor should bring the same pleasant sensation to us that we experience when we "outpoint" a rival in any other game. If we love the game we find pleasure in it, even when we are forced to accept temporary defeat. No general ever won every skirmish or every fight with the enemy. No one can win every time; we don't need to, and it is not right that we should; reverses are what makes us strengthen the weak points, and we all have them.



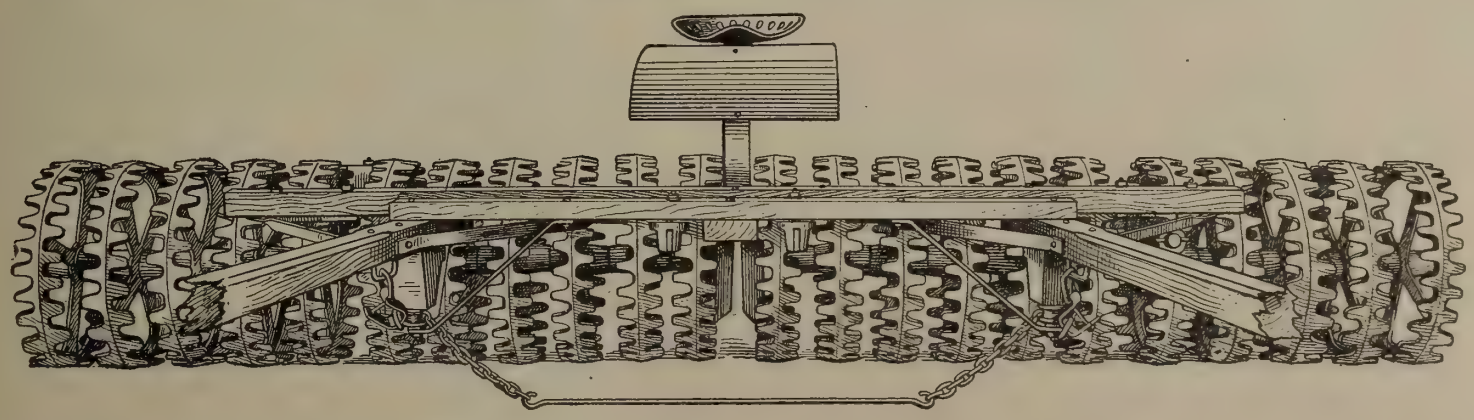
P&O **Diamond Plows** have proven their merit where ever they have been used.

Strongly made of the best materials. Simplicity is a prime consideration.

Every plow tested before leaving the factory--insuring satisfaction to your customers.

The World's Best For Sixty-Seven Years.

KEMP'S LAND PACKERS AND CLOD CRUSHERS



Our 1909 model Land Packer has **two special** features (two tongues and pulley hitch) which are furnished when desired at a small additional cost This was our own idea, and when we see how well it takes, we wonder why it was not thought of long ago.

Our packer has no equal for packing the soil without producing a smooth, hard surface. Extra heavy. Pulverizes all clods. Packs the ground in such manner that, while it prevents the wind from blowing away the fine dust, it leaves the surface so that the rain soaks in where it falls. Removable boxes in each wheel. Made in the 22 wheel size.

PARLIN & ORENDORFF CANADIAN PLOW CO.

REGINA WINNIPEG CALGARY

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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F. D. BLAKELY, Manager
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CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

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WINNIPEG, CANADA

MARCH, 1909.

Now is the Time to Help.

In this issue will be found a complete report of the gathering of what is now designated as the Interprovincial Retail Implement Dealers' Association. From end to end this report is worth the perusal and consideration of every man engaged in the business of retailing implements, vehicles, and kindred lines in Western Canada.

On another page will be found a blank containing a membership application form. Every local dealer, in every town in Manitoba, Saskatchewan, and Alberta, is asked to fill this application and send it with his membership fee of $5.00 to the Secretary-Treasurer, 901 Union Bank Building, Winnipeg.

There is not a man with whom the matter has been discussed that does not agree that an organization of retail dealers is a necessity. By joining you indicate your interest in the improvement of trade conditions and your desire to place the trade on what Mr. H. W. Hutchinson, one of the speakers at the meeting to which reference is made, has termed a "safer, saner, and more profitable basis."

The Interprovincial Association will place an organizer on the road as soon as a capable and suitable man can be secured, and a consistent and persistent effort will be made within the year to interest every retail dealer throughout the three prairie provinces.

In electing the officials the Association chose wisely and well, and it is safe to say that no effort will be spared during the next twelve months to place this body on a basis that will make it a credit to the retail implement dealers in Western Canada.

You can greatly facilitate the work of organization, and at the same time greatly minimize the expense of such work, by sending in your membership fee to the Secretary-Treasurer. Don't hang back waiting to see what your opposition is going to do. Send in your own membership and try and induce him to send in his.

From a careful study of the report in this issue you will quickly realize that disturbing elements are at work that demand immediate attention. A completely organized, thoroughly united association can do more to make the implement business a better proposition for the local dealer than anything else. Will you contribute towards its success?

Praise from Our Friends.

In our last number we extended a very cordial invitation to dealers visiting the city during Bonspiel to call on us at our sanctum. We are glad to be able now to record that many of our readers took advantage of our expressed wish, and were eventually charmed with the view from our high and giddy height. Many were the exclamations of delight that came from the lips of our visitors as they gazed across the mangificent wholesale section of our growing city. The view from our window, and possibly our reception of our guests, inspired the Muse in some poetic breast, and elsewhere in this issue we reproduce "'An Appreciation," sent us by a friend. We shall not criticize his effort and request our readers not to do so, for we believe that "out of the fullness of the heart the mouth speaketh."

During the past month we have had quite a flood of congratulatory letters on the merits of our Bonspiel number, the February issue. In many of these allusion is made to our growing importance as a medium between the dealer and the manufacturer and jobber, while others extend congratulations on our increasingly important position in the advertising world of the West, while not a few style our efforts as second to none in the field of implement trade journalism on the continent.

Such words of commendation are a sure stimulus and a strong incentive to our striving to do even better in the future. To our readers and advertisers we again desire to reiterate our oft-repeated statement that we will endeavor to keep Canadian Farm Implements up to the highest standard, making it of the greatest value to all who are interested in the trade which it seeks to serve.

A Good Suggestion.

A suggestion was recently made that should prove of considerable interest to dealers. It was to the effect that members of the retail trade should endeavor to interest threshermen in purchasing well drilling machinery. In many parts of the West there is a demand for wells and it should be to the interests of the retail dealers to push this line among the class mentioned. If threshermen could be induced to take up the work of well drilling they could keep their engines in operation during the spring and summer, and there is good money to be made by practical drillers. The suggestion is worthy of consideration.

Which Do You Prefer?

Is it true? A dealer who recently visited us made the crack that it was more important for a man selling farm implements and vehicles and having an established business to be a good collector than a good salesman. This assertion rather surprised us, and having it so forcibly brought to our notice by a gentleman engaged in the business we decided to secure, if possible, the ideas of some others along the same line.

In a measure we were successful. Coming in contact with a number of members of the trade during the past month we solicited their views on the subject and after carefully listening to the different opinions expressed by them as to whether it is better for an established implement business to have good collectors or good salesmen we are no nearer a conclusion than we were when we started.

There is a great division of ideas on this subject. All agree that the ideal man is one that combines both attributes. No business can be built and extended except by the employment of good salesmen and it cannot be continued or increased without good collectors are arguments put forth on both sides. We would like some expressions of opinion on the subject from our readers. Write us your ideas. Which do you prefer, good collectors or good salesmen?

Disc Sharpeners Scarce.

While on a visit to a couple of the local jobbing houses, since our last issue came out, we came in contact with a farmer in search of a disc sharpener. He was the possessor of a disc drill and two disc harrows and was desirous of securing a device for putting an edge on the discs. He had taken the matter up with his local implement dealer but the latter did not handle such a thing and did not know where it could be secured.

The farmer, while in the city on other business, decided to try and get a sharpener then. During his rounds in quest of it he visited many of the largest implement houses all of which, to our certain knowledge, manufacture or sell disc harrows and drills but he was unsuccessful in his mission.

With the large sale of disc drills and disc harrows in the West it is logical to suppose that such a machine as a sharpener would find a ready market, providing it was perfectly satisfactory and could be sold at a reasonable cost. It may be argued by some that when the discs on a drill or harrow become so dull as to be unfit for work the farmer will purchase new discs, but it may be cited in contradiction of this argument that if the farmer had a sharpener he would keep his discs in better condition, get infinitely better satisfaction from his harrow or drill, and the discs would wear out anyway.

Many farmers, as dealers are doubtless well aware, have tried the experiment of having their discs sharpened by blacksmiths. In many cases the latter have not the necessary appliances for doing this work and, as a rule, failure results; consequently careful blacksmiths, who have not the equipment, refuse this class of work. It is almost impossible to fire a concave disc and beat it out to a new edge without impairing its trueness, and in placing the disc on an emery wheel there is great danger of taking the temper out of the steel and ruining it.

We know there is a machine made for sharpening discs. This, however, is not made by a company manufacturing drills and harrows—at least, we do not think it is. It is undoubtedly slightly higher in price than the average farmer would want to pay but it would be just the thing for blacksmiths. We have been informed that a number of these have been sold to blacksmiths throughout the West, and that they are giving excellent satisfaction, and that the owners charge farmers thirty-five cents for each disc sharpened. Other local houses may handle sharpeners or devices for accomplishing this work but the farmer with whom we came in contact stated he had made a very thorough search and had been unable to secure such a thing.

Because disc sharpeners are not being as widely advertised as they should those manufacturing or selling them are not reaping the profits they otherwise would.

Of Material Assistance.

From the Parlin & Orendorff Co., of Canton, Ill., we recently received a couple of lead pencils bearing their well-known trade mark. These, we understand, they were forwarding to all other friends and customers. The pencils were of excellent quality, and they materially helped us in getting some weighty matter from our mind to paper. Perhaps they'll favor you with a couple if you'll write them.

Personals.

Mr. R. W. Middlemiss has started in the implement business at Nesbitt, Man.

Mr. W. J. Fisher recently opened up in the implement and vehicle business at Laura, Sask.

Mr. W. A. Kenny is reported to have established an implement and vehicle business at Fielding, Ssak.

Mr. Fred Smith is the name of a new beginner in the business at Creelman, Sask.

Mr. G. G. Smith, dealer at Elkhorn, Man., was succeeded a short time ago by Mr. R. J. Grey.

Benson & Dickson is the name of a new concern in implements and vehicles at Outlook, Sask.

Mr. H. W. Gorman, of Alix, Alta., sold his Erskine, Alta., branch to Ray Topfer & Co.

Mr. T. A. Metcalfe has started an implement and vehicle warehouse at Treherne, Man.

Mr. G. A. Gray has commenced selling implements and vehicles at Fillmore, Sask.

Mr. G. H. Vance has taken over the implement business of Mr. Jos. Findlay, at Stoughton, Sask.

Mr. Otto Seebach has opened up in the implement and vehicle business at Angus, Sask.

Stewart & Strachan have commenced in the implement and vehicle line at Tessier, Sask.

Adams Bros. Harness Co., of Winnipeg, recently opened a branch at Edmonton, Alta.

Rideout & Sheik have opened up an implement and vehicle business at Perdue, Sask.

Mr. A. W. Hurst-Boram is the name of a new dealer at the town of Zelma, Sask.

Douglas Bros. have started an implement and vehicle warehouse at Zealandia, Sask.

The Walkerton Binder Twine Co., of Walkerton, Ont., are offering their factory, warehouse and real estate for sale.

M, G. C. Dick, of Langham, Sask., recently returned home from a trip through Minnesota and the Dakotas.

The firm of Gordon & Wood, of Wilcox, Sask., recently underwent a dissolution of partnership. Mr. E. Gordon will continue.

Mathias & McBrine is the name of a new firm of dealers that have commenced in the business at Hand Hills, Alta.

Mr. Leslie Sanderson is the name of a new beginner in the implement and vehicle business at Edrans, Man.

Westman & Anderson have taken over the implement and vehicle business of Linstad & Sanborn, at Midale, Sask.

Mr. John Tully is reported to have taken over the implement and vehicle establishment of Geo. Smiley & Sons, of Manor, Sask.

The firm of Taylor & Mitchell, at Birtle, Man., recently dissolved partnership. Mr. George Mitchell will continue.

It is reported that Edwards Bros., of Broadview, Sask., have started a branch at Whitewood, Sask.

Mr. Frank Brown, of Cardstone, Alta., recently took over the implement and vehicle business of the Cardstone Implement Co.

Hall & Butcher is the name of the new concern that recently started in the implement and vehicle business at Punnichy, Sask.

Lawrie & Drought is the name of the new partnership in the implement and vehicle business at Morris, Man.

Cardinal & Porier is the title of a new partnership recently formed to engage in the implement and vehicle business at Cardinal, Man.

Mr. J. E. Brewer a short time ago took over the implement and vehicle establishment of Woods Bros. at Somerset, Man.

J. M. Hackney & Co., the well-known implement and vehicle firm at Dauphin, Man., have been succeeded by Hackney & Tunnah.

Mr. E. A. Heck recently succeeded to the business formerly carried on by Mr. W. Schwandt, at Strassburg, Sask.

Mr. W. E. Wright, the well-known dealer, of Lumsden, Sask., paid a visit to local jobbers during Bonspiel week.

The firm of Lutz & Whitehead, at Lemberg, Sask., has been dissolved. Mr. O. Lutz will continue.

Mr. W. Anderson bought out the business of Carnahan & Macdonald,, at Maryfield, Sask., recently.

Leeder & Co., Lloydminster, Sask., recently reorganized into a partnership, under the firm name of Leeder & Laurie.

Mr. A. S. Stewart, the well-known dealer, of Prince Albert, Sask., recently returned from an extended visit to coast points.

Badger & Son, is the name of the new firm which recently bought out the business of Mr. A. A. Rowe, at Asquith, Sask.

Mr. Murdoch Cameron, who is now on the travelling staff of the Cockshutt Plow Co., was in the city spending Bonspiel week at the head office of the company.

Reports are current to the effect that Mackie & Burris, dealers at Stettler, Alta., are going out of the implement and vehicle business.

Information has been received that our old friend, Mr. E. Hutton, of Minitonas, Man., was recently succeeded by Mr. F. Osborne.

It is rumored that Mr. J. C. Brown, of Lethbridge, Alta., has sold out his implement business. We are unable at this writing to learn the name of the purchaser.

A report has been received that Mr. F. J. Hewgill, of Rocanville, Sask., has sold his implement and vehicle business to Mr. W. H. Heddle.

Mr. E. W. Dailey is the name of a new member of the retail implement and vehicle trade. He re-

THE PRESIDENT'S APPEAL

To all Retail Implement Dealers in Western Canada; Greeting!

Having recently been elected to the presidency of the organization, now to be known as the Interprovincial Retail Implement Dealers' Association, I desire to express the hope that each and all of the members of the retail trade in Western Canada will rally to the support of this Association, and join with us in making it a successful factor looking towards trade betterment. Every man who has had any experience in the business at all is well aware of the necessity there is for some organization. Today the entire trade is suffering from evils, such as excessive freight and express rates, lack of unity on credits, the sale of implements and vehicles by parties not regularly in the business, and many others. These I confidently believe, could be wiped out were all the members of the trade associated together with that common purpose in view.

Each year marks a growing need for an association, and both among the retail men and the wholesale men it is felt that the present is an opportune time for the formation of such an association. As a consequence, it is the intention of the Interprovincial Retail Implement Dealers' Association to place an organizer on the road at once and to thoroughly cover the entire prairie provinces with a view to securing as a member each and every dealer who has not previously associated himself with this organization.

In taking this step, we do so realizing that an organization to be successful must have the support, co-operation and assistance of every man, or the great majority of those in the particular business it is intended to benefit. For that reason, as president, I appeal to you to lay aside whatever prejudices you may have had in the past respecting an association and join us in an effort to place the implement and vehicle business on a safer, more satisfactory and more profitable basis than it has been for many years.

It is not to be expected that reforms will be immediately accomplished, and that conditions which have existed for the past decade or so will be immediately wiped out, but our association promises that every effort will be made to bring about those reforms which are necessary to the proper protection and development of the retail business.

Now fellow dealers, in making this appeal for your support and assistance, I would ask that each and all of you who feel as I do respecting trade matters and the necessity for improving the conditions, immediately forward your membership fee of $5.00 to Mr. F. D. Blakely, 901 Union Bank Building, Winnipeg, who has been appointed as secretary of the Association for the time being. Upon receipt of your remittance, Mr. Blakely will at once forward you a membership certificate and receipt for the amount. Your compliance with this request will greatly facilitate the organization work of the Association, and at the same time will enable us to reduce to a minimum what is otherwise bound to be a somewhat heavy cost for, as you are aware, work of organization cannot be accomplished without the expenditure of considerable money.

Trusting that every dealer in Manitoba, Saskatchewan and Alberta, who has the interests of his business at heart, and who desires to see it placed as it should be in the world of commerce, will join with us and become a member immediately of the Interprovincial Retail Implement Dealers' Association.

JOHN CRAWFORD,
President.

cently opened up in Aberdeen, Sask.

The business of Mr. John McMurchy, of Reston, Man., will be conducted under the firm name of John McMurchy & Co., for the future.

O'Neill & Featherstone is the name of the concern that recently took over the implement business of Mr. E. O'Neill at Outlook, Sask.

Gilchrist & Thompson have taken over the implement and saddlery business of the Qu'Appelle Implement Saddlery Co., at Qu'Appelle Station, Sask.

The business heretofore conducted by Mr. G. D. McKessock at Wawota, Sask., will be operated under the name of G. D. McKessock & Co.

The Wallace Implement Co., recently succeeded to the implement and vehicle business formerly carried on by Mr. W. M. Jamieson, at High River, Alta.

Brown & Brown is the name of the partnership that recently took over the implement and vehicle business of Mr. O. Brown, at Belmont, Man.

Mr. D. Switzer started in the implement an vehicle business at Carberry, Man., some time ago. He was in the city calling on the jobbing trade during Bonspiel.

The partnership existing between Thom & Simpson, dealers at Swan Lake, Man., has been dissolved. It is not yet known who will continue.

The firm of Cotton & Bevan, of Claresholm, Alta., has been dissolved. For the future the business will be carried on by our old friend Mr. J. E. Bevan.

Mr. Frank Williamson, of Belmont, was in town about the middle of last month visiting the jobbing trade, and incidently taking in the curling games.

Mr. P. Stewart will continue the business formerly operated under the name of Arnaud & Stewart, at Elstow, Sask.; this partnership having been dissolved a short time ago.

The Manitoba Iron Works recently made application to the Manitoba government to change its name to the Manitoba Bridge & Iron Works, Limited.

The Sylvester Mfg. Co., of Brandon, has appointed Walter James Walker as manager. This appointment is in succession to Mr. W. Sliter who recently resigned.

It is reported that Mr. Frank Shortreed, of Tantallon, Sask., has disposed of his business to Mr. H. Bobier. We have been unable to secure definite information in respect to this matter.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., is at present spending a few well earned holidays at Hot Springs, Ark. He will return to the office about the end of March.

M. Holden & Sons, the senior formerly being a partner in the business of Holden & Crummer, Boissevain, Man., have started business in implements and vehicles at Boissevain.

Mr. Chas. A. Gillis, of Hamiota, Man., recently accepted a position on the road staff of the Ontario Wind Engine & Pump Co. He will represent them throughout northern Manitoba.

Mr. J. W. Miller, dealer at North Battleford, Sask., recently returned home from a visit to points in eastern Canada. While on his way west he stopped and visited Winnipeg jobbers.

Our good friends the firm of Soldon & McLaughlin have commenced extending their business, and have opened up a warehouse at Delisle, Sask., under the management of Bentley & Patterson.

Mr. R. B. Thompson has taken over the business formerly conducted by Lyons & Thompson, at Lloydminster, Sask. It is understood that Mr. Lyons has opened up at Provost, Alta.

Mr. A. Bell, Wilkie, Sask., was in town the middle of February for the purpose of looking over stocks and making selections for the coming season's business. Mr. Bell reported splendid prospects for spring trade.

Mr. William Drummond, Minnedosa, Man., was another dealer who found it convenient and desirable to be in Winnipeg during the period when the curlers owned the city. He stated that prospects were very satisfactory.

Mr. D. W. Jones, of Roland, Man., was another dealer who visited Winnipeg during the Bonspiel. Mr. Jones reported an excellent year during 1908, but expects greater results during the coming season.

Mr. J. C. Vandoran, of the auditing department of the Moline Plow Co., Moline, Ill., was in the city the latter end of February and the beginning of March visiting the Canadian branch of the company.

Mr. G. A. Cunningham, formerly of the travelling staff of the Massey-Harris Co., out of Regina, Sask., recently took over the implement and vehicle business of D. W. Hossie & Co., at Mortlach, Sask.

Mr. E. J. Parker, of Pipestone, was in town on business during the middle of February. Mr. Parker expects a large business in spring lines, and consequently the jobbers with whom he does business were glad to see him.

Mr. J. Muldoon, of Lauder, Man., took advantage of the low railway rates to visit Winnipeg, during the time the curlers were here, for the purpose of looking over stocks and making selections for this year's business.

The implement firm of Holden & Crummer, of Boissevain, Man., recently turned over their business to The Boissevain Realty Collecting Agency Co., the partnership between Marven Holden and John L. Crummer having been dissolved.

Mr. J. M. Docker, who is so well known to the trade through his conection with the Waterloo Mfg. Co., recently resigned to accept a position with the Nichols & Shepard Co. He will represent this firm throughout southern Manitoba.

Mr. C. W. Wilcox is the name of a new traveller who recently joined the staff of the Waterloo Mfg. Co. Mr. Wilcox is well known to the trade through his connection with the gasoline engine business of this city in past years.

Mr. Clarence V. Winkler, assistant to Mr. H. Ritz, Massey-Harris agent at Gretna, Man., was in the city for a couple of days while the curlers were here. Wink was looking fine and reported fair prospects for future business. He made his usual round of calls when in the 'Peg and many a 'phone worked over time and not a few of them blew a fuse. Oh! Clarence, how could you? Better stick to Gretna, my boy. Call again.

Mr. J. C. Reid, of Deloraine, Man., took time by the forelock and made his call on Winnipeg jobbers before the Bonspiel opened up. He had just returned from a collections tour, and was feeling very optimistic concerning prospects for next season's business.

Mr. F. E. Kenaston, and Mr. S. O. Bush, president ond vice-president respectively, of the American-Abell Engine & Thresher Co., were in Winnipeg from Minneapolis the latter part of February, having a conference with Mr. L. Hartshorne, the general manager of the company.

Mr. F. Shortreed, the well-known dealer of Tantallon, Sask., was in the city on business Bonspiel week. Mr. Shortreed failed to get up to our office, but in conversation with others he stated that the outlook for 1909 was the brightest in the history of his experience.

Mr. W. J. Gibson, of Napinka, was another well-known implement man who took a prominent part in the Bonspiel here. He was in the rink skipped by that veteran curler Hicks of Napinka, who was knocked out after a ding dong battle by Walker of Carberry. Better luck next year, Mr. Gibson.

The Calgary Windmill & Pump Co., is the name of a concern which was recently granted incorporation under the laws of Alberta. They will engage in the jobbing and manufacturing of windmills, pumps, well drilling machinery, gasoline engines, etc., and will have their headquarters at Calgary.

Mr. R. Cates, of Napinka, was one of the enthusiastic implement men who took in the recent curling competitions at the Winnipeg Bonspiel. Mr. Cates was playing lead in the rink skipped by W. R. Cosgrove. Unfortunately they ran up against their superiors just as the jewelery was coming into sight.

The implement and hardware business of R. J. McConnell & Co., of Carman, has been divided, and the partnership heretofore subsisting between R. J. McConnell, A. Larson and R. F. Law has been dissolved. Mr. McConnell and Mr. Larson will continue to carry on the implement and vehicle business of this concern.

Mr. J. S. Latimer, manager for the Cockshutt Plow Co. in Alberta, with headquarters at Calgary, was down spending Bonspiel week at the head office of the company in this territory. Mr. Latimer, like every other Albertan, was chuck full —of praise for that province, and stated that south of Wetaskiwin the outlook for business was unquestionably the very best in the history of that part of the country. He stated that Calgary was rapid-

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Located in one of the most flourishing towns on the C.N.Ry. First class building most centrally located, and well assorted stock of "McCormick," "Cockshutt" and "Moline" goods, together with the agencies for the said well-known and popular lines.

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Care of Messrs. GEO. D. WOOD & CO.,
Winnipeg, Man.

ly increasing in importance as a wholesale centre, and that business men generally were very optimistic regarding future prospects.

Mr. Chas. T. Boyd, formerly of the road staff of the Ontario Wind Engine & Pump Co., in northern Manitoba, recently left for the head office of the company at Toronto, where he will have charge of the business of this concern in the province of Quebec. Mr. Boyd was a favorite among dealers in his territory and their good wishes and ours go with him to his new position.

Canadian Farm Implements desires to extend to Mr. N. O. Berve, traveller for the John Deere Plow Co., with headquarters at Saskatoon, its heartiest congratulations on his recently entering the ranks of the happy Benedicts. Mr. Berve was married in Saskatoon on February 8th to Miss L. Guinan. That Mr. and Mrs. Berve will enjoy a long and happy life is our sincere wish.

Mr. C. W. Sissons, of Gardner & Sissons, Massey-Harris agents at Cypress River, Man., was in the city participating in the Bonspiel. The rink with which Mr. Sissons was conected failed to get into the jewelery, so that he had to return empty handed. He was well pleased, however with witnessing some of the best games in curling that have ever been held, and expects to be back again next year with a stronger rink than ever. Speaking of business, Mr. Sissons said that the outlook for 1909 was exceptionally bright.

Mr. Gottfried Schaefer, implement dealer, of Humbolt, Sask., was in Winnipeg the 1st of March. He was on his way to Ottawa and Montreal, enroute for London, England, and several continental cities across the English channel. Mr. Schaeffer stated that there were fair prospects for future business in the Humbolt district, and that despite the setbacks suffered by the farmers during the past two seasons all were looking forward to success in 1909.

We regret to note the fact that Mr. Ben Steel, the well-known dealer of Deloraine, Man., while in the city during Bonspiel week was taken suddenly ill, and had to be cared for at the General Hospital here. Internal hemorrhage was the cause of the trouble. His friends will be glad to know that he is how much improved in health.

Mistakes will frequently creep in despite the best efforts of those desiring to keep them out. We ran a note in our last issue to the effect that the Nokomis Implement Co., had dissolved partnership, and that Mr. Geo. Brush would continue the business. This was altogether a mistake on the part of our correspondent. Mr. Brush withdrew from the business sometime ago, but it is still being continued under the name of the Nokomis Implement Co. Messrs. J. W. Richardson and Harry Wigle are the partners. We regret having caused these gentlemen any inconvenience through our note, and make this correction to set the matter right.

Mr. John Sanderson, president of the Adams Wagon Company, Brantford, Ont., made another visit to Winnipeg, since our last issue, for the purpose of visiting the Cockshutt Plow Co., who are his representatives in this territory. Mr. Sanderson was very well pleased with the wagon business done by his company last season, and is looking forward to a very much increased trade in 1909. We hope to see our old friend looking better when he next visits the Gateway City.

The Sharples Separator Co. recently added two new travellers in the persons of Messrs. A. W. Benton and D. H. Norris. The former will represent the company out of Winnipeg, while the latter will look after their interests from Brandon. Mr. W. A. Forest, who was previously with them, recently severed his connection. Mr. L. D. Logan, the western manager of the company, reports splendid prospects for spring business.

Mr. Chris. Johnson, of Baldur, was one of our Bonspiel visitors. Discussing trade conditions, he stated that the outlook was excellent, and he expected to do a good big business during the coming season. Mr. Johnson's sons were participating in the curling competitions, and after having made a very excellent showing in the Empire, were put out by a very narrow margin one place away from the jewelery. However, like their Dad, they are good sports and intend to be back next year stronger than they were this season.

Mr. H. Gracey, western representative of the Dominion Carriage Co., Toronto, passed through Winnipeg on his way east about the beginning of March. Speaking of conditions in the vehicle world of the West, Mr. Gracey said that 1909 should prove a splendid year for the makers of buggies and carriages. He expects to return to this territory about the middle of the month by which time it is anticipated he will be ready to announce where the company intend to establish their head office for the West. At present the odds favor Regina, but Winnipeg is the logical centre for head-office location.

Among our most appreciated callers last month was Mr. A. E. Westbrook, of Rouleau, who, according to his card is a dealer in fine vehicles and farm machinery. Mr. Westbrook reported conditions good in his district last year, and stated that collections were fairly satisfactory. While here we had the pleasure of conducting him to the roof of the Union Bank Building, from which vantage point he got the best view of the

THE MOTOR CAR FOR THE COUNTRY

The Tudhope-McIntyre Auto-Buggy. The car with a reputation. Just the car for Western roads. Built to meet country requirements. Go over any roads. Climb any climbable hill. Sell the Tudhope-McIntyre Auto-Buggy and get the trade. To ensure prompt delivery orders must be placed early. Demonstrations of our motor vehicles gladly given at Winnipeg, Regina and Calgary.

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Model H. Tudhope-McIntyre Auto-Buggy.

AND SAY

An Agency for our line includes:

TUDHOPE WAGONS
INDIAN ROAD GRADERS
STUMP PULLERS
STEEL and WOOD WHEEL
FARM TRUCKS
THE FAMOUS
BUGGIES AND CARRIAGES
Made by the
TUDHOPE CARRIAGE CO.
Of Orillia, Ont.

Get in with us. *Get our Catalogues.* *Get them now.*

TUDHOPE, ANDERSON & CO., LIMITED

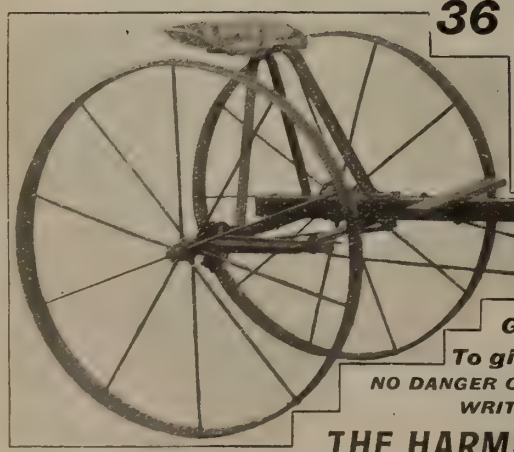
WINNIPEG REGINA CALGARY

city to be had. Gazing over the side of the giant sky-scraper Mr. Westbrook said, "It is too far to look down all at once," and as there was a strong breeze blowing at the time, soon sought shelter under the roof.

Our good friend Mr. H. H. Rogers, the genial representative of the Parlin & Orendorff Canadian Plow Co. in Alberta, was in the city for the Bonspiel. Mr. Rogers was very enthusiastic concerning the outlook for business in the sunny province, and felt satisfied that the volume would be the largest ever recorded from that territory. He stated that the dealers had had a splendid year in collections, and that everybody was optimistic concerning the future. Asked as to how he liked living in Alberta, Mr. Rogers said that it was, in his opinion, preferable to any other province in the West.

Mr. T. H. Wilkinson, who recently went into the implement business at Wawanesa from Treesbank, was in town during the curlers' week. Mr. Wilkinson stated that there was every indication that business in implements and vehicles in his district would be exceptionally good during the coming season. He was looking forward to a satisfactory trade in drills and plows for spring use. Mr. Wilkins is one of the enthusiastic members of the Interprovincial Retail Implement Dealers' Association, and is anxious to see that organization made a success, believing that it will be in the very best interests of every dealer to join.

Like the members of the wholesale implement and vehicle businesses in Winnipeg we were pleased to welcome a very large number of retail dealers to our office during Bonspiel week. It is always our desire to make a personal note of each dealer who calls on us, but in order to do so this time it would necessitate the devotion of our entire issue to the purpose. However, in view of the other important matters in which dealers are interested this is impossible, consequently we are compelled to simply record the name of the visiting dealers to the Bonspiel. Among these were the following: Messrs. J. W. McDonald, Portage la Prairie; Walter Bros., Kuroki; M. C. Cornelison, Starbuck; E. J. Johnson, Kamsack; Chas. Brown, Boissevain; John Mooney, Cartwright; John Johnson, Baldur; J. Empey, Ridgeville; C. E. Martin, Darlingford; A. C. Chaytor, Roland; W. T. Rehill, Sperling; Peter Klewier, Niverville; O. Prefontaine, St. Pierre; Wm. Drummond, Minnedosa; A. Becker, Langenburg; A. Christie, Glenboro; W. J. Parker, St. Claude; John Graham, Stonewall; M. Craig, Foam Lake; A. E. Steel, Antler; Geo. Holland, Starbuck; L. Watson, Morden; Wm. Scott, Hilton; Alex. Scott, Manitou; T. M. Hicks, Lowe Farm; Q. Charland, Somerset; W. Scharff, Hartney; R. F. Hardy, Grenfell; H. Tingle, Maryfield; Fred Seip, Miami; Geo. Dunbar, Austin; G. Smiley, Manor; James Sparling, Elm Creek; Ben Steel, Deloraine; H. McIntosh, Rapid City; J. Rusk, Gainsboro; R. Skipworth, Gainsboro; M. Harkin, Fillmore; J. Unger, Plum Coulee; W. J. Batters, Holland; M. Simpson, Swan River; R. Miller, Melville; Jos. McLean, Hamiota; F. J. Davis, Waskada; Wm. Donnelly, High Bluff; Alex. McDonagh, Russell; John Crawford, Neepawa; J. A. Morcombe, Cypress River; A. H. Gilman, Morris; W. J. Merrill, Souris; J. Settle, Swan River; J. H. Rogers, Qu'Appelle; W. Wigmore, Neepawa; C. Wahn; Gretna; D. Murphy, Estevan; John Gray, Lariviere; W. A. Brady, Reston; James Hamilton, Crandell; J. Coates, Glenboro; D. P. Duncan, Miami; John Shields, Norris; John Muldoon, Lauder; N. Morrison, Lacombe; W. N. Scarrow, Rathwell; James Parr, Crystal City; Geo. Whaley, Grand View; T. Kirk, Myrtle; Chris. Johnson, Baldur; H. E. Hamilton, Sidney; John Song, Buchanan; Thos. Wilson, Treherne; George Winram, Killarney; G. C. Smith, Elkhorn; D. Shirriff, Brandon; J. Findley, Stoughton; M. Tanton, Wilcox; C. Montgomery, Carman; S. J. Taylor, Yellow Grass; J. Krienke, Southey; H. C. Soldan, Saskatoon; E. R. B. Hall, Solsgirth; W. Gardiner, Kennedy; J. Winteringham, Oxbow; James Wilson, Esterhazy; T. Metcalfe, Treherne; S. Stuart, Rosebank; James Dodd, Wawota; D. Murphy, Estevan; I. N. Johnston, Kamsack; James Wright, Lumsden; H. N. McGillivray, Pense; P. Burns, Dunrea; J. Aikenhead, Carberry; W. Shearer, Gainsboro; Ed. Bourke, Gainsboro; R. R. McConnell, Carman; T. W. Prout, Portage la Prairie; R. Gordon, Carnduff; H. Green, Souris; D. McDonald, Virden; W. T. Vincent, Stonewall; J. W. Doig, Russell; D. Sutherland, Foxwarren; A. Stelck, Dauphin; W. J. Fairbairn, Carnduff; O. Shore, Hartney; Jas. Darrough, Oxbow; E. J. Parker, Pipestone; H. W. Harvey, Antler; R. Scott, Alameda; C. Aime, Emerson; D. Smith, Dominion City; J. Sparling, Elm Creek; A. E. Westbrook, Rouleau; C. Johnson, Reaburn; C. B. Thompson, Oak River; R. Scott, Glenella; B. Johnson, Minto; C. W. Wilkinson, Wawanesa; A. Dauk, Muenster; Thos. Sheppard, Whitewater; D. Williamson, Belmont; H. C. Ayres, Gainsboro; William Miles, Dauphin; T. J. Meilicke, Dunburn; Joseph McLean, Hamiota; A. Sutherland, Dauphin; J. M. Coates, Glenboro; W. A. Lamont, Stockholm; E. Meadows; Waterous; A. McLean, Raymore; A. D. Gallanger, Boharm; W. H. Dossman, Gull Lake; W. H. Gunn, Dominion City; W. J. Nesbitt, Stonewall; W. I. Richardson, Carnduff; James T. Westgate, Francis; J. Brown, Melville; J. Abraham, Dealeau; Thos. Moore, Holland; R. H. Sweet, Alameda; J. McNamee, Crystal City; R. A. Johnston, Cypress River; R. A. Johnston, Deloraine; G. R. Nunn, Dugald; S. T. Baldwin, Emerson; Mr. Mcillmoyle, Glen Ewen; T. S. Perrin, Goodlands; T. C. Jackson, High Bluff; F. C. Moore, Hartney; J. H. Baker, Kelwood; R. A. Rutledge, Lauder; P. Fraser, Letellier; Mr. Dyck, Lowe Farm; T. Dunlop, Lariviere; A. McPherson, Marquette; R. Andrews, Miniota; M. Laurie, Morris; Geo. Smith, Ninga; John Lamb, Newdale; Thos. Wigmore, Oxbow; R. M. Stone, Rapid City; T. H. Whale, Winnipegosis; R. Robertson, Wawanesa; and J. T. Spice, Yorkton. wanesa; J. T. Spice, Yorkton; F. J. Walsh, Moose Jaw; C. Drummond-Hay, Belmont; Chas. G. Matthews, Roland; E. Day, Carman; H. Swayze, Carnduff; E. A. Brears, Churchbridge; M. Loftson, Churchbridge; Stinson & Runchy, Hamiota; D. Switzer, Carberry; H. E. Ullrich, Hanley; Jno. Pearse, Star City; E. E. Ruttle, Roshern; W. G. Pollock, Neepawa; M. Copling, Yorkton; D. J. Fraser, Miniota; N. M. Larsen, Lipton; J. McLachlan, Boissevain; J. H. McIntyre, Crystal City; Jno. Burns, Dunrea; D. Sherriff, Brandon; T. Kirk, Myrtle; F. Seip, Miami; J. T. Clare, Napinka; C. Thompson, Oak River; A. Becker, Langenburg; J. T. Playford, Dauphin; W. J. Nesbit, Stonewall; H. Green, Souris; T. J. Agnew, Prince Albert; Jno. Kilkenny, Broomhill; Fred. Wroblewsky, Brunkild.



36 inch HIGH WHEEL. *Short hitch, lightest draft*

Harrow Cart ever built. High above dust line. Lots of room to clear Harrows. Made of channel steel. Can't break. Just what your Customers have been asking for—

PRICES RIGHT

GUARANTEED
To give perfect satisfaction
NO DANGER OF UPSETTING, WHEELS WIDE APART
WRITE FOR PRICES AND TERRITORY

THE HARMER IMPLEMENT CO., WINNIPEG

What is a Dollar?

There is no sentiment about a dollar.

It rests as peacefully in the filthy pockets of a beggar—

As it does in the silken purse of the millionaire.

It's a blanket that covers a multitude of sins.

It brings joy to-day—it's the cause of sorrow tomorrow.

It never speaks—yet it talks.

It circulates freely—yet it keeps in hiding.

It's the ruination of millions.

It lifts millions out of the depths of despair.

It comes with promise of gladness.

It leaves many disappointments.

We tremble at its strength.

Yet we can crush it with one hand.

It's always the same—yet it's ever changing.

The lack of it promotes industry.

The excess of it causes idleness.

It creates trouble—it brings peace.

It makes one restful—it makes one restless.

It lubricates the axle the world revolves upon.

Withal it's a silent friend.

Without it we perish,

For the world lets him
Severely alone
Who has not a dollar
He can call his own.

Secure, Secluded Spot.

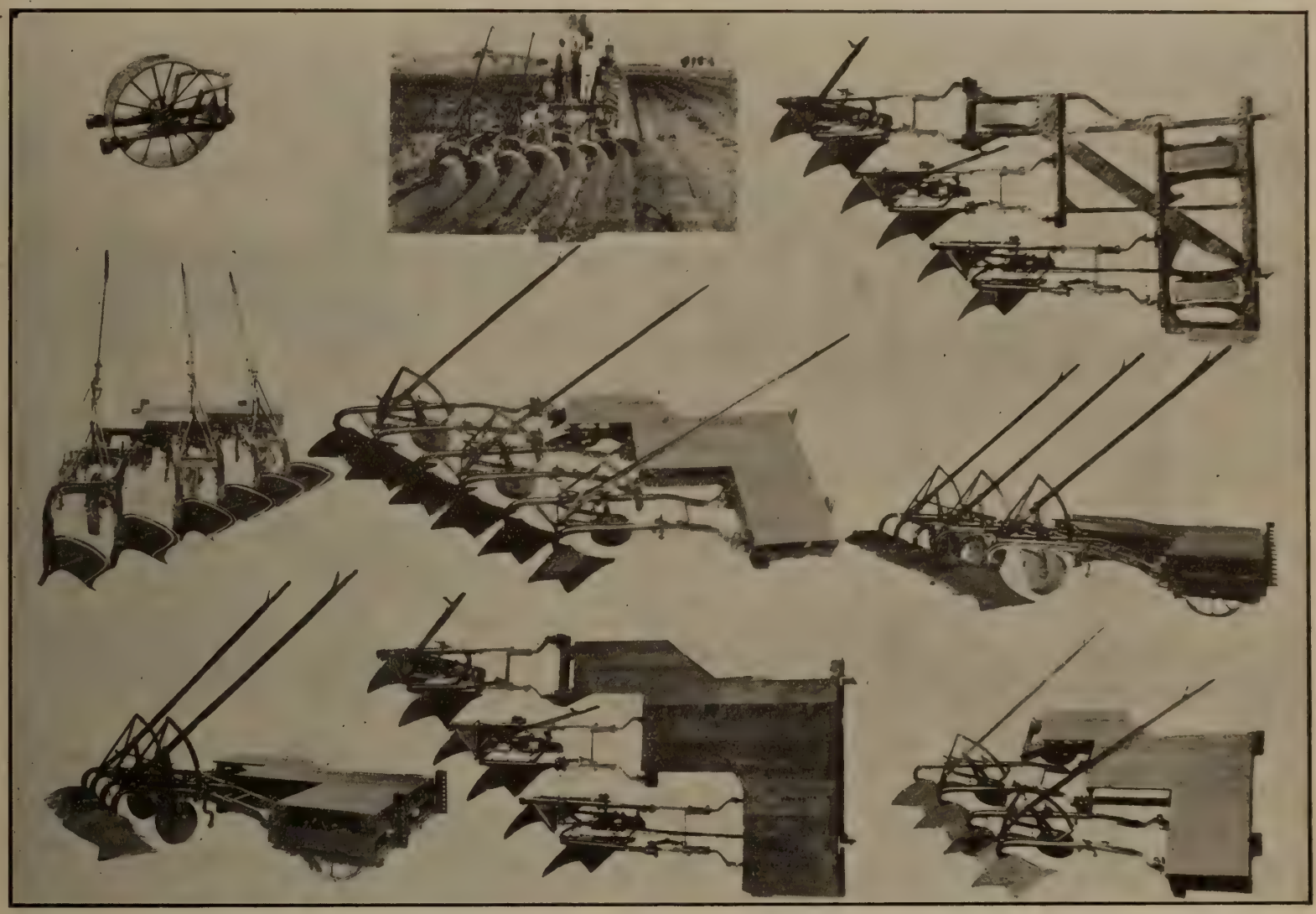
"It pays to advertise," said Mark Twain, at an advertisement writers' banquet.

"When I was editing the Virginia City Enterprise, writing copy one day and mining the next, I tried to force this truth home in many ways.

"A suspicious subscriber once wrote and said he had found a spider in his paper. Was this good or bad luck? I replied to him in our Answers to Correspondents columns as follows:—

"'Old Subscriber:—The finding of a spider in your copy of The Enterprise was neither good luck nor bad, but simply meant that the spider was looking for a merchant who was not advertising, so that it could locate in his doorway and lead a free and undisturbed existence for ever after."

JOHN DEERE
"Special" Engine Gang



In addition to **The John Deere Big Engine Gang** made in 6, 8, 10, 12 and 14 Bottoms we are now prepared to furnish **The John Deere "Special" Engine Gang** made in 4 and 6 Bottoms for Gasoline and small Steam Engine use.

Steel Bridge Frame, carried on Three Big Easy Running Wheels.

Front wheels pivoted, can turn plow shorter than engine.

Plows in pairs, one lever for each pair of Bottoms.

Solid 3½" wide tire Gauge Wheels 16" high.

Ready to hitch to any engine.

One operator for entire gang.

Screw adjustments to clevis.

WRITE FOR LITERATURE, PRICE AND TERMS

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

The Acme Grain Pickler

ACME GRAIN PICKLER.

Capacity,
100 Bushels
per hour.

"THE
CROP
INSURER"

The Acme is an endless screw machine. Thoroughly pickles all the grain and is proof against destruction from bluestone solution. Equally effective with formalin. The easiest operated, most efficient and perfect pickler offered the trade. To complete your line handle the **Acme.**

ORDER NOW.

The Fosston Grain Cleaner

is the
Grain
Cleaner
Your Trade
wants.

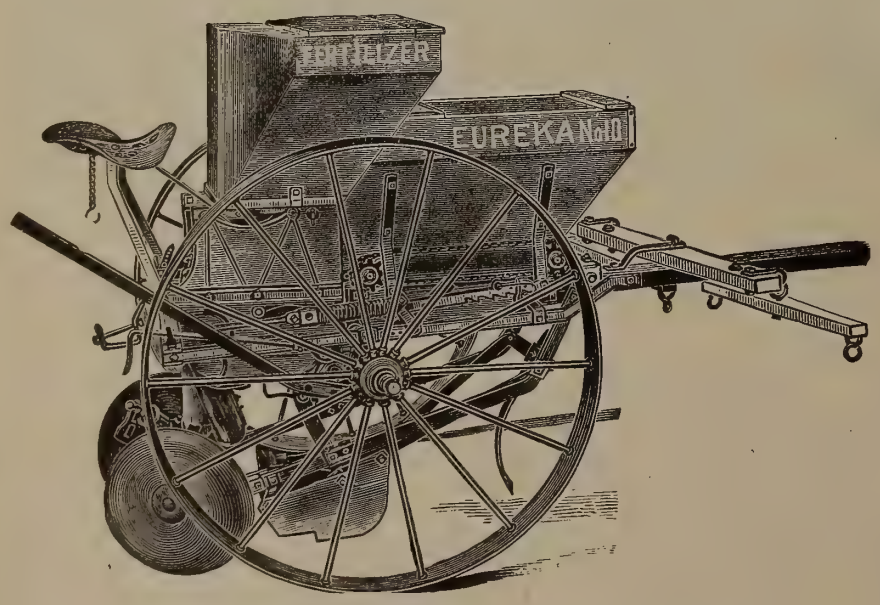
Here are Fosston Facts:

The only **Patented Feed Device**—which allows grain in Machine only when running—Feeds full width of sieves.

A **Patented Gang** for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

A **Bottom Screen** thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Bagger can be attached in five minutes.

EUREKA POTATO PLANTER



No. 10 Eureka One Row, Two Horse, One Man Potato Planter.

FEATURES

Light weight,—Main frame made entirely of steel.
Lightest draft,—Wheels higher than other makes. Wide tire.
Under perfect control of driver. Does not require two men.
Seed pickers in plain view. No guessing about accuracy.
Plow placed directly under axle, and always runs at uniform depth.
Covering discs close to plow, insuring proper covering on side hills and and uneven ground.
One lever puts machine in and out of gear and raises and lowers plow, discs and marker.
Planter is perfectly balanced. No neck weight.
Seed hopper feeds automatically to picker box.
Pickers work at *sides* of box, causing proper agitation of seed and more accurate planting than other styles.
Pickers do not squeeze or bruise the seed.
Quick and easy adjustment to change the distance of dropping seed.
All working parts of planter are in plain view.
Eureka Planters are sold with or without fertilizer attachment.
Eureka Potato Planters have been manufactured for ten years.
Successfully used in all important potato growing sections.
No complicated mechanism. Low cost for maintenance.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Van Brunt Single Disc Drills

The Machines of Quality

Highest achievements in modern seeding methods. Discs run light and smooth and do not clog. Bearings will not wear out. Require only one or two oilings each season. Puts all seed across the bottom of furrows. Covers it all at a uniform depth.

A Van Brunt Agency is a Good Deal

Van Brunt Drills Do Not Clog in The Field or in the Warehouse

INSURE YOUR SALES. That is what we do for Van Brunt Agents. We authorize you to sell these Drills with this positive WARRANTY: They will not clog or choke up in gumbo, trash or mud, and will do a first-class job of seeding in any soil capable of being seeded.

NEW DEAL WAGON

NEW-DEAL WAGON

Is made of air-seasoned lumber

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

Skeins are heavier ; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear both front and rear.

Box is made flax tight.

NEW-DEAL WAGON

Spring seat, with 3-leaf springs (not single leaf).

Steel bolster stake plates on side of box.

Neckyoke 48 in. long, (not 42 in.)

Has trussed tongue, cannot break or warp.

Has channel iron reach really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

WRITE FOR CATALOGUE GIVING FULL DESCRIPTION.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA CALGARY EDMONTON

Regina.

The report issued by the Department of Agriculture of the results of the crop in Saskatchewan in 1908, compiled from the returns of 3,168 threshermen who operated throughout the province during the year, is very satisfactory on the whole, but goes to prove what was constantly stated in these columns during the past season, that taking the province as a whole the crop was nothing more than a fair half crop. The average yield of wheat for the whole province was 13.18 bushels, which is not any more than the crop of 1907. Oats 27.29 bushels per acre, barley 17.28 bushels per acre, and flax 9.78.

When a comparison is made between these figures and the figures of a year like 1901, when wheat averaged 25.41 bushels per acre and oats averaged 44.76 bushels per acre, or even the average for the nine years previous to and including 1906, when the average for wheat was 20.28 bushels per acre and for oats 35.67 per acre, it will easily be appreciated that the crop of 1908 fell very far short of what it might have been. Yet the crop of wheat amounted to a very respectable total of 50,654,629 bushels, and oats 48,379,838 bushels, and for the first time in the history of this province the wheat and oat crops exceeded those of Manitoba, though in neither case was the average as good.

When it is taken into consideration that in the southern half of the province alone it is estimated that there are 57,884,160 acres of land suitable for cultivation and that of this amount only 7,995,100 acres have up to the present been brought under the plow it is almost impossible to realize what will be the future of this province. The rapidity with which the acreage under cultivation is increasing is entirely satisfactory, in fact of late years it has increased by leaps and bounds. In 1898, the first year on which reliable figures are obtainable there were under all crop some 360,000 acres in the province. By 1906 this had increased to 2,500,817 acres, in 1907 to 3,057,401 and in 1908 to 5,970,841.

A very remarkable increase last year was in the acreage under oats, having grown from 801,810 acres in 1907 to 1,772,976 acres in 1908, and at present prices oats are indeed a paying crop.

The growing of flax is also commanding a considerable amount of attention, over two and one-half million bushels were grown in the province in 1908. This crop is now sown very much on breaking—especially by farmers from the States. There is without doubt a good opening for a flax mill at this point—over half the total crop of flax being grown in this district, chiefly to the south of this city.

Collections have been very fairly satisfactory on the whole though they hardly came up to early expectations. A considerable amount of money is still coming in from those districts where they were not able to ship earlier in the year. A good deal of money is also coming in from the newer districts where farmers are getting loans.

The proceedings before the Board of Railway Commissioners, who held sittings here on Feb. 11 and 12, were followed with great interest both by shippers and the public at large. The question of freight rates has been occupying the attention of the Board of Trade for some time, especially with regard to fourth and fifth classes. A meeting was arranged with Mr. W. B. Lanigan, assistant freight traffic manager, representing the C.P.R., and Mr. Geo. H. Shaw, general freight agent, representing the C. N. R. After considerable discussion an arrangement was arrived at which was satisfactory to the shippers. Before, however, the railway companies had had time to confirm this settlement the case was entirely altered by the report of Mr. J. Hardwell, chief traffic officer of the Board of Railway Commissioners on the subject of standardization of freight rates. The result of this will be watched with great interest by every shipper in the country, for if a satisfactory arrangement can be arrived at it will end for all time the little discrepancies which now exist, and put each shipper on a fair and level basis. When the case comes up for argument the Board of Trade will probably send a delegation on which all classes of shippers will be represented.

Implement dealers, and in fact all classes of business men are very confident with regard to prospects for the coming season, and look forward to 1909 being the most prosperous year ever experienced in the history of this province.

Mr. L. T. McDonald, who has been in charge of the American-Abell Engine & Thresher Co.'s business since they first opened, has severed his connection with the firm. Mr. P. Arnott has arrived from Winnipeg to take charge of the business.

Mr. D. J. Taylor, manager of the Cockshutt Plow Co., here. made several trips to Saskatoon recently, in connection with the erection of the company's new warehouse at that point. He also made a trip to Winnipeg recently.

Mr. Ed. Haid, of the travelling staff of the Waterloo Manufacturing Co., is out on the road again and is looking after business in the northern portion of the province.

Mr. G. R. Baker, Winnipeg, representing the M. Rumely Co., of La Porte, Ind., visited the city the end of February.

AN APPRECIATION

By an Interested Party.

Accepting Canadian Farm Implements' invite
To visit them and view the sight
Which, from their office high up in the air,
Few points of vantage can with it compare,
Ere long I found myself beside the Bank
And at its height my heart within me shrank,
But, bent on getting there, though nearly done
I struggled bravely up to nine-naught-one.

On entering their office soon I found
A welcome warm, and one which did abound
In kindliness. The manager I found in spirits grand,
And soon the cigar box was resting in my hand.
Canadian Farm Implements then became our theme;
I pointed out what unto me did seem
Its best endeavor, and was pleased to say
Their Bonspiel number took the cake away.

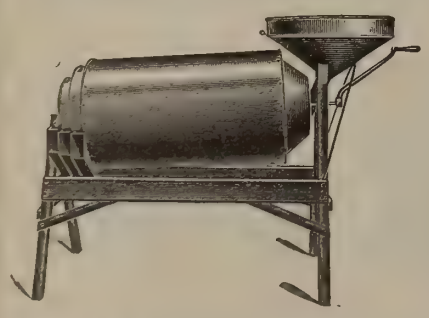
They then invited me to take a look
Out of their window where, like open book,
The city lay beneath. 'Twas a grand sight
Worthy of a readier pen than mine to write.
The mighty wholesale section soon was shown me,
Where at great storage places one could see
Plows, binders, harrows, wagons, buggies, too;
While many other lines were aye on view.

Turning mine eyes from panoramic show
I thanked mine hosts and bid them au revoir.
When Bonspiel comes again there I'm sure to find
A welcome, honest, earnest, genial, kind.

On to Brandon.

On March 9th, 10th, 11th, and 12th the Manitoba Winter Fair and Fat Stock Show will be held in Brandon, Man. From an agricultural standpoint this is one of the greatest educational conventions held in the West. It represents the results of the many years of hard and persevering work on the part of men, who, more than any other, have been largely responsible for the upbuilding of the prairie provinces. For that reason every dealer should endeavor to induce his farmer customers to attend. Special railway rates will be in force from March 8th to 11th. During Bonspiel in Winnipeg many Manitoba dealers stated their intention of gathering at Brandon and taking in the big show.

Beeman's 1909 Model "JUMBO" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

Mr. DEALER

You can't **Fool The Farmers** they will have

Cater's Pumps and Star Windmills

Write for Special Offer on Pumps and Windmills for Spring Trade.

Address Dept. D

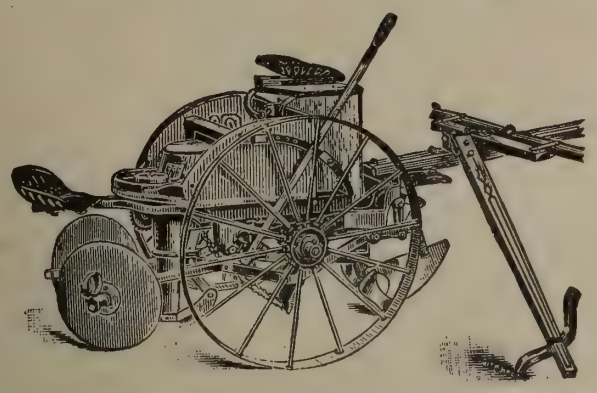
Brandon Pump and Windmill Works,

Brandon, Man.

IRON AGE

(IMPROVED ROBBINS)

POTATO PLANTER



"Iron Age" (Improved-Robbins) Potato Planter

Is recognized by all leading pototo growers as the best.
The rapid and continual increase in the sales proves it.
This Planter makes no misses or doubles—plants 100 per cent. correctly. Does not **puncture** or **bruise** the seed.
Sold with or without fertilizer attachment. Guaranteed to be as represented.
Catalogue on request. Write us to-day.

THE STEWART-NELSON CO., LTD.

WINNIPEG

"THE FLOUR CITY"

Plowing and Threshing Engine

THE GOLD MEDAL WINNER

The 30 H P. "FLOUR CITY" Four Cylinder Gasoline Engine pulling an engine gang of eight plows. An engine of ample power for the work with sufficient reserve power for emergencies.

An engine strong in construction, economical in fuel consumption and of medium weight. The 7 ft. wheels insures greater tractive power in proportion to the weight and has a decided advantage in passing over soft or uneven ground.

The general CONSTRUCTION, HORSE-POWER and WEIGHT, commends it for this class of work.

All the desirable features of a General Farm Engine are embodied in the "Flour City." Send for full particulars.

KINNARD-HAINES CO.

830 44th Avenue, North, and Bryant Avenue
MINNEAPOLIS, MINN.

BINDER TWINE FOR 1909

The Famous (Circle G.) **G**

Pure Manila	650 ft.
Manila	600 ft.
Standard Manila	550 ft.
Standard	500 ft.

Brands.

Manufactured by

The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply

HEDLEY & BELL

Western Representatives

BRANDON, Man.

Mr. Peter Arnott,

New Manager American Abell E. & T. Co., Regina, Sask.

During February, Mr. Peter Arnott, of the Winnipeg office of the American-Abell Engine & Thresher Co., was installed in his new position as manager of the firm's branch at Regina, succeeding Mr. L. T. MacDonald, who resigned a short time ago. Mr. Arnott is a Canadian, having first seen the light of day down in the Eastern Townships. Receiving his education and early training in the east he came to Winnipeg several years ago, joining the staff of the American-Abell Engine & Thresher Co. about the beginning of August, 1903, in connection with their repair department. Two years later he assumed charge of this part of the work, which is a direct evidence of his ability and progressiveness. Mr. Arnott is highly regarded by his employers. In Winnipeg, Mr. Arnott has many friends who are glad to learn of his recent promotion. We congratulate him and wish him every success.

The Greatest Trade Evil.

Evils in connection with the implement and vehicle business is a subject of vast possibilities and one presenting a great variety of phases. On all sides we have illustrations of this. One dealer complains of catalogue house competition in buggies and harness, another desires the elimination of the irregular dealer, others are worried about taking old machines in part payment, while the greater number cry out against price cutting.

Possibly of all the evils, the latter is the most demoralizing to the trade as a whole. Price cutting is a policy that invites ruin and sooner or later brings one to bankruptcy. Its solution lies in the hands of the dealers themselves, and with them alone. As a rule, it is the result of ill-feeling between dealers operating in the same field. When cordial relations do not exist between competitors, and each is fighting keenly for business, one will oftentimes try to secure a sale by cutting his price. As soon as that takes place the trouble has commenced, with no telling where it will end

Farmers, in many cases, have encouraged price-cutting by dealers that, if the dealers were on good terms one with the other, could not have been accomplished. Many are aware of cases where a certain farmer, whom we will name Farmer Doe, drops into Dealer Number One's place of business and asks for quotations on a plow of a certain style and size commonly in use and made by almost all the big manufacturers. The dealer gives him the prices and the result is that he screws a wry face and hums and haws about its being more than he expected to pay. Thought he could get one cheaper, in fact, he might say he had been offered one for quite a bit less by Dealer Number Two down street. "Same plow?" says Dealer Number One. "Oh, yes, just the same plow," replies the prospective purchaser. Now, there is no love lost between the two dealers in question, and Dealer Number One immediately jumps at what the farmer says as being gospel, and in order to secure the sale of the plow. agrees to let Farmer Doe have it for even less than Dealer Number Two will sell; assuring the farmer that if his competitor can cut prices he will find that he can do the same.

The possibilities are that bad blood existed between these dealers and the farmer gets word of it and is aware that they are not on speaking terms. This results in his endeavoring to work the one dealer against the other for his own profit and their detriment. It takes a dealer of high principles and business ability to avoid his snare. Thank goodness, the greater proportion of our farmers are men who believe in the policy of "live and let live," but there are others who try to work one man against another for their own material advantage. When one dealer trys to bury the hatchet of price-cutting in the neck of his competitor he is working directly to his own ultimate ruin.

Good relations between dealers will eliminate all price-cutting because the dealer can 'phone or go and see his competitor when a farmer tells him that he was offered a plow for so much less money down the street and find out the facts in the case. If a dealer finds he cannot remain in business without cutting his prices and slandering his competitors, the sooner he is out of it the better for the whole trade.

Views of Prince Rupert.

Mr. A. E. Duff, the western representative of the Grand Trunk Railway System, whose headquarters are in the city, recently sent us a copy of the London, England, "Graphic," showing some admirable views of Prince Rupert, the future terminus of the Grand Trunk Pacific railway. We judge from the illustrations that the new town enjoys a magnificent location. Behind it and away in the distance great mountains tower aloft, while out in front is a splendid expanse of water. The harborage is completely land-locked, and the largest ships afloat can dock right up to the quay. According to travellers, Prince Rupert is most picturesqely situated, the scenery in the neighborhood being strongly reminiscent of Norway. The pictures show great activity among the residents of the future city, a gang of men being at work clearing away the standing timber, while houses are springing up in every direction. We thank Mr. Duff for remembering us, and greatly appreciate his kindness.

TWO IN ONE

KRAMER'S

TWO IN ONE

Light Running

Rotary Harrow Attachment

FOR ALL WHEEL PLOWS

does such perfect work that it sells on sight. It levels, pulverizes and makes a mulch of the "moist soil" that is not possible after ground dries and "sets."

Draft only slightly heavier.

Our proposition to Dealers is a Cracker, — You better get it.

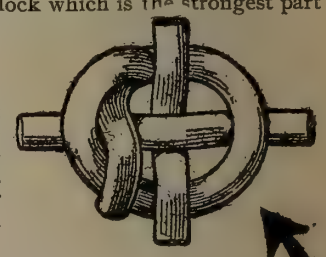
Stocks carried at Winnipeg, Regina, Calgary.
All Orders Filled Promptly.
Write to-day for our Catalogue 26.

E. M. Kramer Co.

Paxton Ill., U.S.A.

Twice As Strong

Hitherto the weakest part of a woven wire fence has been the lock, but now we offer you a new fence with a lock which is the strongest part of the fence. Notice that this lock not only grips the lateral wire to stay, but the ends of the lock are curved in such a manner that the lock **practically interlocks itself**, making it the strongest part of the entire fence, and giving a double grip. A double-grip means a twice-as-strong lock, a twice-as-strong fence—a twice-as-good investment, and no danger of loose locks in fence, and that is well worth consideration.



We manufacture many designs of Leader woven fence, both in the standard, heavy, and medium weight, using nothing but the best galvanized wire in all our fences.

We also make the old reliable Anchor field erected fence coiled spring wire, gates, etc. Catalogue shows different styles of fence and gates for horses, cattle, hogs, etc. Write for your copy.

This is the best fence agency offered the dealer—**GET IT!**

Anchor Fence Co., Ltd.

Box 1382. 850 Henry Ave., Winnipeg, Man.

THE LEADER Fence Lock

PERSONALS

(Continued)

Mr. F. Hall, of Deere & Co., Moline, Ill., was here visiting the John Deere Plow Co. during the past month.

Mr. E. Ellwood, joint manager of the Empire Cream Separator Co., was out on a trip to Manitoba points the beginning of March.

Mr. A. F. Rossbache, of Deere & Webber Co., of Minneapolis, Minn., was a visitor to the John Deere Plow Co., during Bonspiel week.

The Manitoba Anchor Wire Fence Co., recently moved from Princess Street out to the corner of Henry Avenue and Deacon Street.

The Ontario Wind Engine & Pump Co. report the shipment of three cars of well-drilling machinery to Saskatchewan and Alberta points since the first of March, and state that they expect to ship three more before the end of the month.

Mr. C. D. Beals, of the firm of Beals & Hoar, Edmonton, Alta., was in Winnipeg the first week in March. While in town he called on us and expressed amazement at the splendid view to be secured from our window. He reported good prospects for spring business and is looking for a large trade this year.

Mr. M. Benyon is the name of the traveller appointed to succeed Mr. William Bourke, of Brandon, on the staff of the Parlin & Orendorff Canadian Plow Co. Mr. Benyon has been connected with the threshing machinery business for some years, and now resigns from the Nichols & Sheppard Co. to join the P. & O. folks.

Mr. Harry Cockshutt, general manager of the Cockshutt Plow Co., Brantford, was visiting his Western office during the time the curlers owned Winnipeg. Mr. Cockshutt was delighted with the trade prospects for 1909 and stated that his firm's factories were working to the limit on Western orders and to meet the demands of their increasing export trade. While here he entertained the Cockshutt travellers to dinner down at the Royal Alexandra.

Mr. E. E. Lyday, manager of the Parsons Hawkeye Co., recently returned to his office from a visit to the coast, and other points between here and there. While away he made arrangements with the McLennan, McFeally Co., of Vancouver, and the Chapin Co., of Calgary, to handle the Pastime washing machine in British Columbia and Alberta respectively. He reports a splendid trip and lots of good business.

Tudhope & Anderson Co., who have branches at Regina and Calgary, report a great demand for their Tudhope, McIntyre high wheeled motor-car. Since last month they have sold a large number and orders are increasing continually.

Considerable switching has taken place in connection with the management of the J. I. Case T. M. Co., here and elsewhere. Mr. E. L. Bretnor recently resigned from the position of north-west sales manager, with headquarters at Racine, Wis. To fill this responsible office the management selected Mr. James Witmer, who has managed their Winnipeg branch for the past three years. Mr. Witmer is well known to the trade and deservedly popular, enjoying the respect of competitors as well as his own dealers. To succeed him the head office have appointed Mr. G. B. Vorheis, another young man who has made rapid strides in their employ. We wish him every success.

Arthur Turner.

On February 2nd, Mr. Arthur Turner, formerly a well-known implement dealer of Minnedosa, and more recently connected with the selling force of the American-Abell E. & T. Co., died at Dauphin, Man. Mr. Turner was well and favorably known during his connection with the retail implement business, which he forsook several years ago to enter thresher lines. He had been ill for some time previous to his death.

W. A. Dolmage.

The trade will regret to learn of the death of Mr. W. A. Dolmage of Souris, one of the pioneer dealers of Manitoba, which took place in New York City on February 2nd. About a month previous to that time Mr. Dolmage went to New York for the purpose of interviewing a specialist in respect to an internal disease which had bothered him for some time. His condition became greatly worse, and, despite the services of the best physicians, he passed away on the above date. Mr. Dolmage was a resident of Souris since 1882, hailing originally from Hornby, Ont. He started farming near the present town of Souris, and gave this up in 1899 to become agent for the Massey-Harris Co. at that point. This agency he retained for several years, and then went into the implement business on his own account, from which he retired something over a year ago on account of ill health. The late gentleman took a prominent part in the municipal and political life of his district, and was one of the best known citizens of Souris. He was forty-five years of age at the time of his death, and leaves a widow and two children. The remains were brought from New York to Souris for interment.

Herman Clizbe.

Herman Clizbe, one of the most successful retail salesmen in the Studebaker organization, died very suddenly of heart disease in his home at Chicago on January 9th. Mr. Clizbe was in excellent health up to the time of his death and the news of his sudden demise came as a distinct shock to many friends in the Studebaker organization and to the retail trade in Chicago and surrounding territory. He was recognized as one of the most successful retail vehicle salesmen in the country. For the past

The late Herman Clizbe.

twelve years he was connected with the Studebaker Bros. Mfg. Co., in Chicago. His annual volume of sales was very large, and his opinion in regard to finish and design of vehicles and automobiles was regarded as most authoritative. He left a widow and two children.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in soft wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S

B ST PUMP

Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinders for 1½-in. pipe.

Write at once to

PARLIN & ORENDORFF CANADIAN PLOW CO.

Winnipeg, Manitoba.

Brandon.

Mr. J. P. Minhinnick, western manager of the Frost & Wood Co., was here on business a short time ago.

Mr. George H. Smith, one of the best known implement men of this province recently joined the staff of Mr. J. Inglis.

Mr. David Shirriff, Mr. Geo. H. Smith, and Mr. A. B. McLeod were Wheat City visitors to Winnipeg during the curlers' carnival.

Mr. W. Attwell, manager for the M. Campbell Co., here, is just back from a visit to the head office and factory of the company at Chatham, Ont.

Mr. R. Sylvester, president of the Sylvester Mfg. Co., of Lindsay, Ont., was here spending some time at the Western headquarters of his company

Mr. J. McLean, of Hamiota, Man., was here on business the middle of the month of February. He was on his way back from the Winnipeg Bonspiel.

Mr. Thos. Addison, formerly manager for the Sylvester Mfg. Co., here, recently joined the staff of the M. Rumely Co., Winnipeg. He will represent them throughout Manitoba.

McKay & Clarke are the new agents of the Massey-Harris Co., at this point. Mr. McKay worked on the road for this firm last season, while Mr. Clarke left the farm last fall.

Mr. J. C. Hyndman, general agent for the International Harvester Co., at this point, recently returned to the city from a visit to the head office and factories of the company at Chicago, Ill.

Mr. E. Sliter, manager of the Sylvester Mfg. Co., here, recently resigned. Mr. W. J. Walker, for thirteen years with the Frost & Wood Co., at Toronto, Ont., has been appointed to the position.

Mr. McKnight, western representative of the N. Heney Co., of Montreal, Que., manufacturers of buggies, carriages, etc., was in the city on his return from a Western trip.

Mr. Geo. Smiley, of the firm of Geo. Smiley & Son, Manor, Sask., was in the city a short time ago. While here he disposed of his business to Mr. John Tully, of this place. It is understood that Mr. Smiley will take up his residence in Brandon in the near future.

The latest addition to the ranks of the retail dealers of Brandon is Mr. William Bourke, formerly travelling representative for the Parlin & Orendorff Canadian Plow Co. Mr. Bourke has secured the warehouse of the Wm. Gray & Sons Co., on Pacific Avenue, formerly occupied by Mr. J. A. McKellar.

Mr. J. A. McKellar, who has been doing business at this point for several years, moved his warehouse from the Wm. Gray & Sons Co.'s building on Pacific Avenue to the old warehouse formerly occupied by them on Eleventh Street. It is understood that it is his intention to add several new lines to those he formerly handled.

The recent fine weather has had the effect of starting the implement man on the war path. Orders for drills and gang plows are coming in fairly well and the trade appears to be pretty well satisfied. Money, for the time being, has dropped out of sight but it is expected that it will begin to move again just as soon as the seed is in the ground.

Saskatoon.

Mr. C. D. Kimble is looking after the interests of the Sawyer & Massey Co. out of this city.

Mr. N. O. Berve, of the travelling staff of the John Deere Plow Co., who has his headquarters at this point, recently returned from his honeymoon trip. He was married to a Saskatoon lady on February 8th.

Saskatoon is rapidly growing in importance as an implement and thresher centre. To illustrate this it is only necessary to say that there are thirteen representatives of thresher companies who make this city their headquarters.

Unusual activity is apparent in implement circles here. Goods are being rushed forward from various factories, and the dealers are expressing great satisfaction at having the goods ready for immediate delivery as soon as the farmers are ready to commence work.

The Cockshutt Plow Co's new warehouse, on Avenue A, is nearly completed, and goods are now being transferred through to their agents. This company realizes that the demands of the country require larger stocks near at hand as the season advances. Mr. D. J. Taylor, manager for the Cockshutt Plow Co., at Regina, was here in connection with their building during the latter part of February.

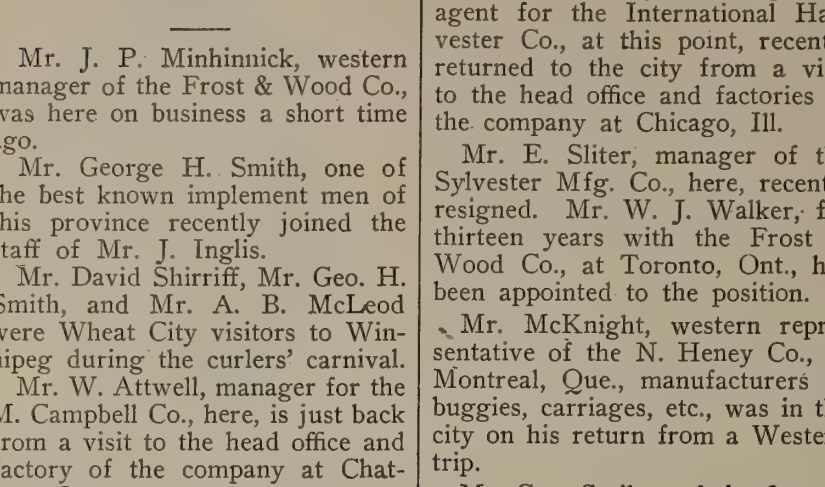
The offices of the International Harvester Co. are located for the present, in the National Trust block, and are always busy these days. The staff is now practically complete and under full swing. It is expected that before the year is out this company will be located in a warehouse and office building of their own. They have a splendid site on 22nd Street, and it is understood that plans are now in course of preparation for this structure. Mr. R. H. Potter, the general agent of the company here, reports splendid prospects for 1909 business.

At the recent session of the Board of Railway Commissioners held in Regina, Saskatoon implement interests were represented by Mr. Hugh Aird, manager for the Massey-Harris Co. Mr. Aird appeared for the purpose of interceding for lower express rates, which, at the present time, are operating against the different concerns located here. The Commission intends to go into this matter fully and with the evidence which they secured at Winnipeg and other centres where they held meetings it is felt that they will give a decision favorable to the commercial interests of the West. If the express companies would grant lower rates many more local shipments would be made than is the case now. Dealers would be glad to take advantage of the quicker service providing it could be secured at a reasonable cost.

High Wheel Motor Vehicles.

The Tudhope-McIntyre Co., of Orillia, Ont., who are represented in Western Canada by Tudhope, Anderson & Co., recently sent us a copy of their new catalogue on high wheel motor vehicles. This is splendidly illustrated with half-tone views showing the sectional parts of this type of vehicle, and contains many reasons why the high wheeled car is preferable for use in the country. We are informed by Tudhope, Anderson & Co. that they were successful in making numerous contracts for the sale of this machine by dealers during the time the latter visited the Bonspiel.

DOMINION CARRIAGE CO.
LIMITED.



TORONTO.

High Quality and Stylish Design
Roomy and Comfortable. Handsome Finish

WE want to hear from dealers who would like to handle a line of Top Buggies, Gentlemen's Driving Wagons, Road Wagons, Democrats, etc., that is above the average in quality of materials, beauty of finish and stylishness of design. Simply write and ask us for full particulars about the

"MAPLE LEAF" LINE

and we will do our part to interest you further.

THE DOMINION CARRIAGE CO., LTD.
TORONTO, ONT.

Distributing Warehouses:
Winnipeg Portage La Prairie Regina Calgary Vancouver

Order Now for Immediate Shipment.

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.
Every machine is built of the best materials procurable.
It excels in thoroughness of work and cleans oats from wheat perfectly.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

Calgary.

Mr. James Latimer, manager for the Cockshutt Plow Co., was a visitor from Calgary to the Winnipeg Bonspiel.

Mr. F. Wright, manager of the Canadian Moline Plow Co., here, recently returned to the city from a visit to Winnipeg, where he took in the big gathering of curlers. He returned about the last week in February and since that time has visited Edmonton and other northern points.

Mr. H. A. Dunn, manager of the John Deere Plow Co. interests in Alberta, recently returned to his office here from a visit to the general offices of the company at Winnipeg. He was down during the 'Spiel.

Mr. W. E. Hall, general agent for the Frost & Wood Co., spent the last couple of weeks in February visiting agencies of his company at Edmonton, east on the Canadian Northern, and subsequently points between Edmonton and Calgary.

Mr. A. W. Trickey, office manager at Calgary for the Massey-Harris Co., recently made a two weeks' business trip to Edmonton and east on the C.N.R. On a portion of this trip he was accompanied by Mr. Jas. Henning, inspector of agencies for the same concern.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held at the Dominion Hotel, here, on Saturday, March 6th. There was a very representative attendance, and very considerable business of interest to the trade was transacted.

The first Legislative Assembly of the province of Alberta was dissolved on February 26th. Elections will take place on March 22nd. The representation of the province is being increased from twenty-five to forty-one members. A great deal of good and necessary legislation has been enacted by the first assembly. Among this is the guaranteeing of railway bonds, and this will ultimately mean the development of many railway lines throughout the province. A total of 1,761 miles has already been guaranteed by the government at a total guarantee of $25,343,000. This includes 920 miles of Canadian Northern branches guaranteed at $13,000 per mile, total guarantee of $11,960,000. Total of 491 miles of the G.T.P. branch lines, guaranteed at $13,000 per mile, total guaranteed $6,383,000; and 350 miles of road of Alberta and Great Waterways, guaranteed at $20,000 per mile, total guarantee, $7,000,000, with additional guarantee of $400,000 on terminals at Edmonton.

There is scarcely a corner in Alberta that will not be affected by the extensions planned. Two main branches of the railway will be constructed in the province from north to south that run along parallel to the C. & E. All thickly settled districts are extensively provided for, while two great feeders are thrown out into the northland to tap the mineral resources yet undeveloped and to cover the rich agricultural stretches yet unsettled. The coal country in the south will also be extensively tapped. Lines are provided right into the Crow's Nest and to Canmore and Lethbridge on one of the main branches running north and south through the province. Of the mileage guaranteed there is approximately 750 miles running north and south, not including the line towards the Peace River.

The total mileage guaranteed is considerably over double the amount of additional railway lines provided by Saskatchewan in a similar railway policy.

The provincial government does not, by the new policy, retain control of the rails on any of the lines of the C.N.R. and G.T.P.

The lines will come under the jurisdiction of the Dominion Railway Commission since they are to become integral parts of the main systems of the G.T.P. and C.N.R. in Canada.

The government, however, does provide for the control of rates on the line of the Alberta and Great Waterways railway to Fort McMurray, and furthermore makes provision for taking over and operating this road at any future date. The government, as security on bonds, takes the first mortgage on lines, rolling stock, equipment and tolls of all lines guaranteed. Bonds of guarantee on the Grand Trunk Pacific and Canadian Northern lines will bear interest at 4 per cent., and bonds on the Fort McMurray line will bear interest at 5 per cent.

All companies whose lines are guaranteed are prepared to commence construction on some one of the lines this spring.

G.T.P. officials have stated that their line from Wainwright to Calgary and Coutts will be completed, to a great extent, this year.

The Canadian Northern will probably commence construction of their Athabasca Landing extension this year, also their line from Vegreville to Camrose and on to Calgary, and may possibly commence construction of their line into the Crow's Nest.

The promoters of the line to Fort McMurray have stated that they are going to get to work at once.

The government submitted the three following reasons for granting aid to the railways: First, that in older districts railway facilities were becoming entirely too inadequate; secondly, that competition was necessary; and, thirdly, that settlers would soon cease to come if facilities were not soon provided. The government was not hostile to the C.P.R. They considered the credit of the C.P.R. was so good as to not require government guarantee of bonds for extension. There were already a number of C.P.R. extensions planned and under way in the province.

The question of government ownership had come up, but the government had considered it not desirable to advocate this.

One thing the assembly failed to do which was absolutely necessary, and which has occasioned general regret, was their failure to pass a Lien Act, similar to that in force in the other Canadian provinces. If goods are to be sold on credit in the future it will be compulsory that this matter is given attention. Under the present law, covering this matter in Alberta, the honest buyer, who purchases on credit, and those who sell him are at a great disadvantage, while the unscrupulous buyer, who buys with the intention of evading payment, derives the greatest benefit. However, it is hoped that this matter will be amended in the future.

Mr. H. Gracey, western re-

GRAND TRUNK RAILWAY SYSTEM

THE SCENIC ROUTE TO THE EAST

Double Track, Velvet Running Roadbed, Fast Time, Modern Equipment, Unexcelled Dining Car Service, Courteous Employees

Cook's Mediterranean and around the World Tours; Steamship Tickets, all lines, including Quebec Steamship to Bermuda and West Indies.

Ticket office, 260 Portage Avenue Phone 7098.

A. E. DUFF,
General Agent, Winnipeg

DO YOU SELL PUMPS?

If not START NOW and INCREASE YOUR PROFITS for 1909.

The 'Manitoba' Line

OF

Wood and Iron Pumps

are known all over the West.

Made in every style to suit all conditions.

Every Pump positively guaranteed.

Made in the largest and most modern Factory in Western Canada.

You are Losing Money

if you do not handle the 'Manitoba' Line.

Send to-day for FREE PUMP CATALOGUE and PRICE LIST.

We also manufacture the famous

"MANITOBA"

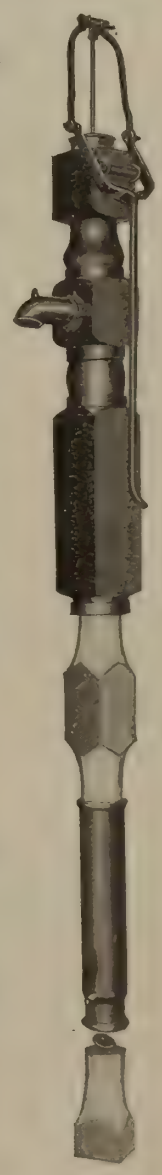
Power and Pumping Windmills,

Gasoline Engines

(2 to 25 horse power),

Grain Grinders, Steel Saw Frames, Tanks, etc.

MANUFACTURERS not jobbers.



The MANITOBA WINDMILL & PUMP CO., Ltd.

Box 301 BRANDON, MAN.

presentative of the Dominion Carriage Co., of Toronto, Ont., spent sometime in the city recently. It is understood that it is his intention to move his family to this place, where they will take up their permanent residence. By doing so Mr. Gracey feels that he will be closer at home, and consequently in a better position to take care of the wants of his patrons, being at shorter range and able to get among his customers more frequently. We are glad to welcome him to the Sunny Province.

The weather throughout Alberta has been particularly fine since the middle of February, and as a result there is a surprisingly large delivery of spring goods. Farmers are getting home in good time the drills, plows, harrows, etc., necessary for spring work. If we have an early season good business in these lines is assured.

"Planet Jr." Catalogue.

S. L. Allen & Co., of Philadelphia, Pa., have just issued their catalogue of "Planet Jr.," farm and garden implements for 1909. From a scrutiny of it we note that the firm have introduced a number of improvements in their line, as well as having added several new tools. We also note that since the issuance of their last catalogue they have completed the erection of their new factory. This enlarged and thoroughly up to date plant has a floor space of over an acre and a half, and provides the company with ample facilities for taking care of their large volume of trade from all parts of the world. From one end of the catalogue to the other there are numerous illustrations of the various tools which this firm manufacture, together with many splendid halftones of actual garden scenes. Drop a letter to the head office, S. L. Allen Co., Box 1102, Philadelphia, or to their nearest agents and ask them to send you a copy of this list.

Edmonton.

Mr. James Latimer, manager of the Cockshutt Plow Co., at Calgary, visited this city recently in the interests of his company.

Mr. J. B. Crossfield, Portland, Ore., was a visitor to the city a short time ago in the interests of the Studebaker Bros. Mfg. Co.

Mr. R. L. Hoar, of the firm of Beals & Hoar, of this place, was out on a trip in his firm's interests the latter end of February.

Mr. W. J. McCallum, general agent for the International Harvester Co., has recently returned from an extended trip to eastern and southern points.

Mr. James Grandy, of the travelling staff of the DeLaval Separator Co., is now making Edmonton his headquarters. He is as enthusiastic as ever concerning his line and the prospects for spring sales.

Mr. D. B. McLeod, of the Waterloo Mfg. Co., was a visitor to Edmonton recently. He speaks well of the outlook for business and expects to place numerous engines and separators for his company within the next few months.

Mr. Fred Wright, the genial representative of the Canadian Moline Plow Co., was in the city recently on his way back from Winnipeg where he took in the Bonspiel. He reported a rattling good time.

Mr. R. N. Warren, the enterprising implement dealer of Fort Saskatchewan, bought out a grist mill a few weeks ago. Mr. Jas. Roberts, who has had a wide experience in mill work, has joined him as a partner.

Mr. J. D. Hutchinson, who is looking after the interests of the Melotte Cream Separator Co., in Alberta, with headquarters at Calgary, was in the Capital recently and went east on the C.N.R. as far as Lloydminster. Mr. Hutchinson is looking forward to a large spring trade.

Mr. F. Rand, of the Sawyer & Massey Co., recently made his initial visit to this territory. He will look after collections for the S. & M. people in this field. Speaking on the development of this city Mr. Rand stated that he was very much surprised at the great progress made in comparison with other cities west of Winnipeg.

Weather conditions have improved considerably of late, affording the necessary opportunity for outside canvassing, consequently the different representatives are getting out and hustling for retail business. While on the whole the collections season was somewhat of a disappointment, still the dealers in the Edmonton district are preparing to go after spring trade harder than ever. In some sections the acreage in crop this year will be very materially increased and this should result in a greater volume of business than usual.

On the morning of February 13th quite a serious fire occurred in the Great West Implement block, extending from Queen's to Fraser Avenues. It was only owing to the splendid work of the fire brigade that the flames were confined within a prescribed area. Messrs. Powell and Hanley, who represent the John Deere Plow Co. in this city, had their warehouse and stock considerably damaged by the intense heat, smoke and flames. At present they are located in temporary quarters on First Street.

In human nature there is a tendency to delay ordering until the very last moment. Among the classes prone to this procedure are the farmers and the threshermen, particularly the latter. The thresherman will delay the ordering of outfits until it does not leave the seller time to get it delivered before threshing is in full blast, and consequently there is a very considerable shrinkage in the net proceeds of the season's operations. With this in mind the thresher salesmen are hard at work closing every prospect available. Implement sales are very satisfactory and there is every indication that the volume during 1909 will be the largest in the history of Alberta.

Increased Showroom Space.

In anticipation of the large number of dealers that would visit them during Bonspiel week, the Cockshutt Plow Co. materially increase their show room space by devoting all the space on the second floor, between the main offices and the rear of the building to this purpose. In the past this space was used for storage purposes, but with the growing business and the increasing line of the company it was felt that more room was requisite in order to show the goods to the very best advantage. All the frost glass partitions, betwen the offices and the storage room, have been removed and replaced by clear plate. More room has been allotted the offices on the side of this flat, while additional quarters have been fixed up for the travellers. The improvement is a good one, and evidences the desire of the management to keep up with the needs of the western trade.

Get it Now.

The Parsons Hawkeye Mfg. Co. are issuing a catalogue covering their various lines for 1909. This will be forwarded to dealers upon request. It contains detailed descriptions of feeders, belt guides, lubricators, wrenches, garden cultivators, Buffalo hay presses, pump oilers, Acme grain elevators, lifting jacks, and particularly their Pastime washing machine. They will be glad to send a copy to each dealer who writes for same.

Covering the Empire Line.

We have just been favored with a copy of the Empire Cream Separator Co.'s catalogue for 1909. This list is, as usual, well gotten up, and is full of arguments and reasons why the Empire line looks so good to their representatives. The company will be glad to send a copy on request. Write the Winnipeg office of the company. All Western business is attended to from this point.

APPLICATION FOR MEMBERSHIP

Secretary-Treasurer **901 UNION BANK BUILDING, WINNIPEG**

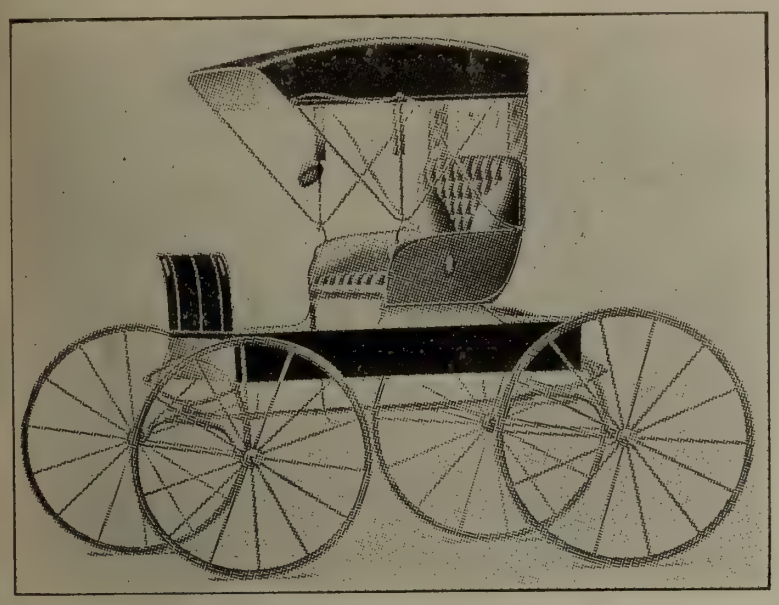
Interprovincial Retail Implement Dealers' Association

Believing that organization of the dealers will be in the best interests of the Implement and Vehicle trade, and now that such a movement is definitely started, I herewith enclose you the sum of $5.00, being my membership fee to the above Association for the year ending February 1st, 1910.

Name..... **Post Office**..... **Prov.**.....

We Can Prove Our Claims

When we say to you that the **GREER BUGGIES** are the best light vehicles built in Canada to-day we can prove our statement. Only selected materials go into their construction, put there by expert workmen. Every job is perfectly finished and is accompanied by our guarantee.



If you want to get the Hearse, Ambulance, Undertakers' Wagon, Landau, Carriage or Buggy Trade of your district, get the Greer Agency.
The best proposition of the kind ever offered a dealer.

A Number of Rebuilt Hearses Constantly on Hand

WE WANT YOU TO WRITE US NOW.

A. B. GREER, Manufacturer, LONDON, ONT.

Representatives in Western Canada:

The JOHN STEVENS CO., Ltd.

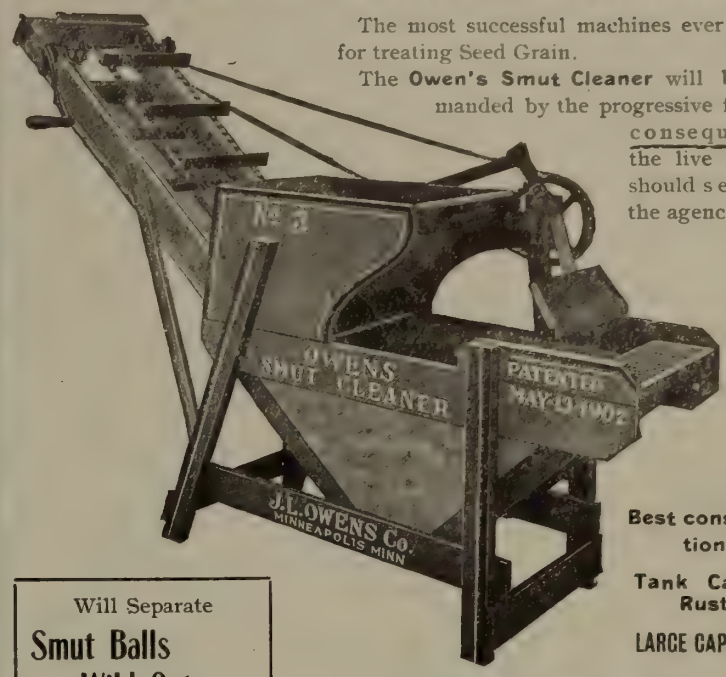
WINNIPEG.

To Get the Smut Cleaner Business Handle

Owen's Smut Cleaners

The most successful machines ever made for treating Seed Grain.

The **Owen's Smut Cleaner** will be demanded by the progressive farmer consequently the live dealer should secure the agency.



Will Separate

Smut Balls
Wild Oats
Rag Weed

and all other seeds light enough to float from

Wheat or Barley.

Best construction.

Tank Cannot Rust.

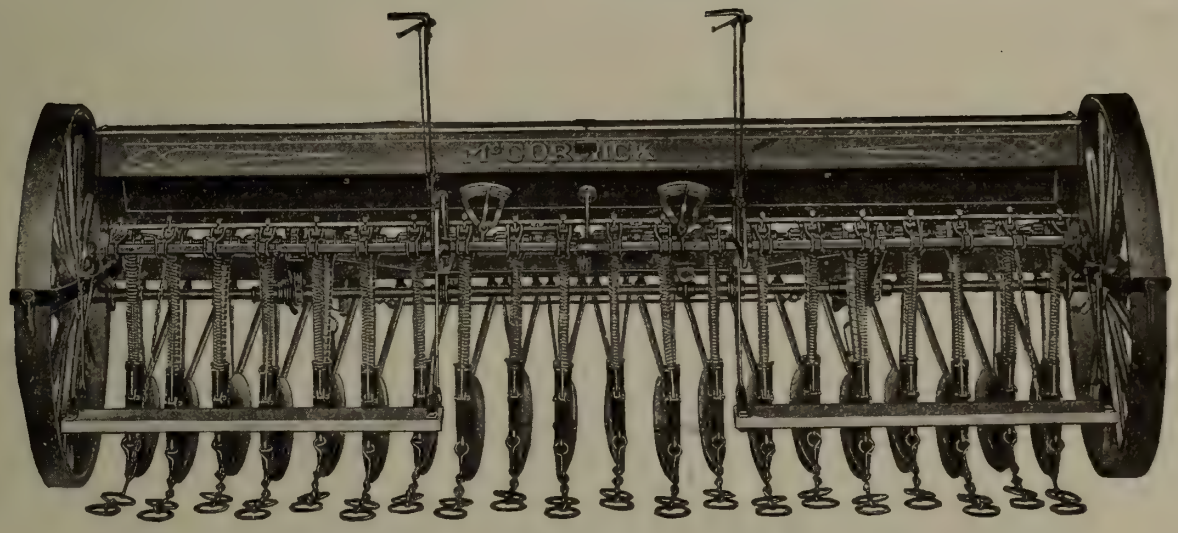
LARGE CAPACITY.

Guaranteed to Prevent Smut.

WRITE US TO-DAY.

Harmer Implement Co.,

WINNIPEG.



The Drills That Sell Easily

The McCormick line of drills are the drills to handle, because they sell easily.

The McCormick drill can be converted into a single disk, double disk, or shoe drill. Farmers in Western Canada will appreciate a drill of this kind because by purchasing a McCormick single disk, double disk or shoe drill, they can change it into either of the other two styles by putting on either of the other two styles of markers. The cost of an extra set of markers is very reasonable.

The McCormick drill deposits the seed in the soil right and covers it uniformly. McCormick drills are provided with frames that are as solid as it is possible to make them. The style of fluted force feed used on McCormick drills can always be depended upon for accuracy. All of the excellent features of these drills—the disk construction, driving mechanism, feed indicator, etc., are described and illustrated in an attractive catalogue that is yours for the asking.

McCormick tillage implements are right up to the standard of the drills. If you want to sell disk harrows, smoothing harrows or cultivators, and want to sell good ones, sell the McCormick, for in addition to grain drills, the McCormick line includes cultivators, smoothing and disk harrows and scufflers. If you handle the McCormick line you will also have a full line of harvesting machines, including binders, mowers, tedders, sweep rakes, side delivery rakes, hay loaders, hay stackers and binder twine. Also gasoline engines, cream separators, hay presses, wagons, sleighs and manure spreaders.

Write the nearest branch house or see the blockman in your locality for full particulars relative to terms and territory.

Western Canadian Branch Houses:

BRANDON, Man; CALGARY, Alta.; EDMONTON, Alta.; REGINA, Sask.; SASKATOON, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

CHICAGO **U.S.A.**

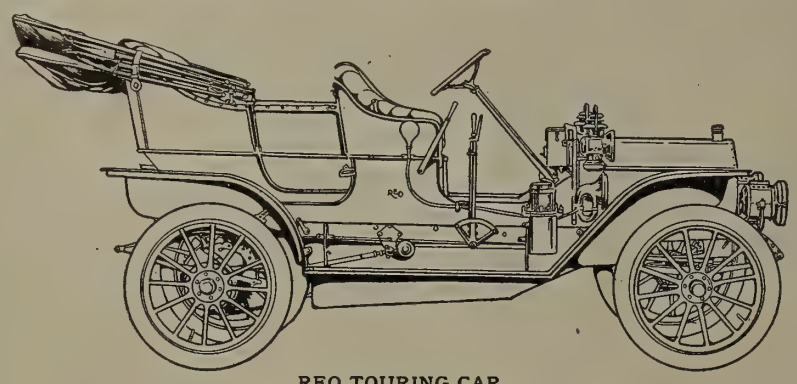
REO

The Car For Country Use

STRONG, SIMPLE, SPEEDY and RELIABLE

OUR LEADERS

Oldsmobile, Model D. 1909 (40 h p., five passengers)..... **$3,100.00**
Cadillac "Thirty" 1909 (shaft drive, five passengers)..... **$2,000.00**
Reo, Model A. 1903 (22 h p , five passengers)..... **$1,400.00**
Ford, Model J, 1909 (20 h.p., shaft drive, five passengers) **$1,100.00**



REO TOURING CAR

A WORD TO DEALERS AND PROSPECTIVE PURCHASERS

Owing to the big demand for Autos this season it is absolutely imperative that orders be placed at once to assure an early delivery date.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. WINNIPEG

ONE OF THE

Flying Dutchman Implements

THAT WILL INCREASE YOUR PROFITS

SUCCESS

HARROW CART

Fits any Harrow. Will not tip over on a side hill, and works perfectly on any kind of ground. Wheels are of good height with broad tires Is connected very close to the Harrow so that there is very little additional draft. The driver is up away from the dust and can control his team perfectly. It is neat, strong and durable. Weighs only eighty-five pounds.

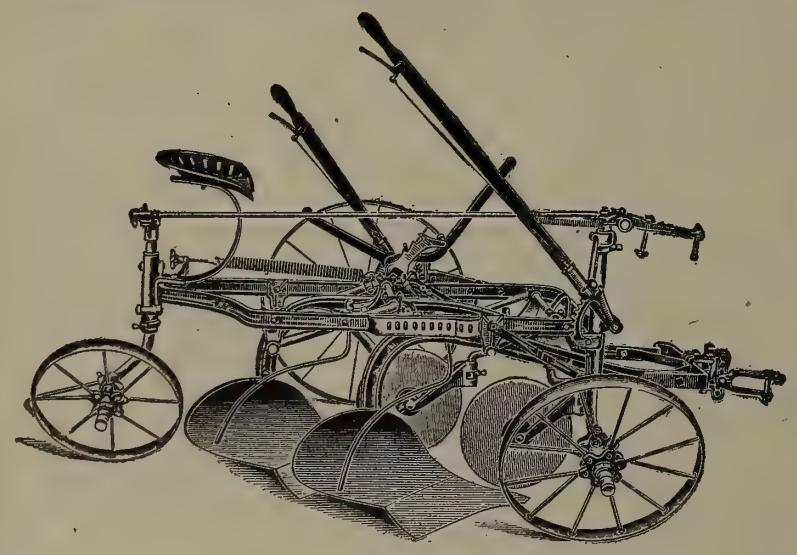
WRITE FOR CATALOGUE AND PRICES

Canadian Moline Plow Co., Winnipeg

Distributing Warehouses:

Regina Calgary Saskatoon Edmonton

New Eclipse Plows



When it comes to "performance" the "New Eclipse" bears out all the promise of its construction.
The absolute quality of the material and the care used in construction are bound to have their effect in working.
These things combined make the "New Eclipse" the easiest selling plow in the market to-day.

Better get our Catalogue of

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG.

THE WHITEFORD JUSTICE MEASURE

Something the Thresherman, the Farmer, and the Dominion Government have been looking for since threshing began.

Why?

because there never had been any way or any thing on which to base the charge for threshing that would be fair to all parties concerned, and eligible to carry **The Dominion Government Stamp** and so make it legal and protect the thresherman. In the

Justice

we have it

It is an Automatic Measure.
It measures the grain regardless of Weight.
It cannot be changed or monkeyed with.
It tallies every ½ bushel.
We fit it to any make of bagger in use.
We also make complete baggers, high Dakota style.
Every thresherman that sees it wants one.

We want agents in every town in Canada. Our proposition is a good one. Write at once and secure the Agency for your District. Every Machine is stamped and guaranteed. Address all letters to

THE VIRDEN MFG. CO., Limited

Virden, Man.

CANADIAN FARM IMPLEMENTS

VOL. IX, No. 4. WINNIPEG, MAN., APRIL, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.

H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst. Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which has a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; **and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

WHEELBARROWS AND WHIFFLETREES

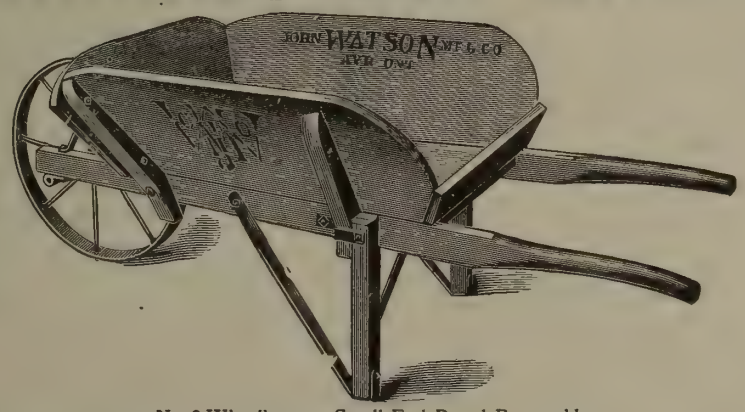
We have Wheelbarrows in all sizes.

No. 1 with 9 in. Removable Sides
No. 2 " 12 in. " "
No. 3 " 15 in. " "

Supplied with 20 ins. Iron Wheel, having solid hub and rivetted spokes.

Frames are well-braced with rods making them firm and rigid. They ship K.D. 3rd Class.

WRITE FOR PRICES.



No. 2 Wheelbarrow, Small End Board Removable.

Doubletrees of Choice Oak.

Singletrees of Second Growth Hickory.

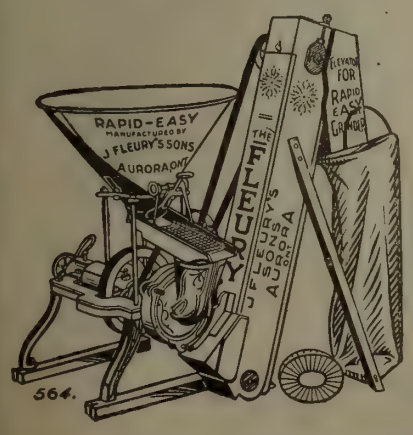
Neckyokes made in two sizes, 42 ins. and 48 ins. long.

Best Steel and Malleable fittings throughout.

John Watson Mfg. Co. LIMITED

WINNIPEG

"NO ONE CAN GIVE YOU A BETTER DEAL."



LESS POWER AND MORE WORK

With "Rapid-Easy" Grinders than with others. Thousands in use in **all provinces,** with **powers of all sorts**—Windmill, Tread, Steam and Gas Engines. A "Rapid-Easy" will give you **pleasure** and **profit.** No other **"just as good." Only one best**—the "Rapid-Easy." **All sizes. Sold everywhere.** Tell us what **power** you have and ask for any information.

This cut shows **one** style and **only one size**—Power Grinder for Farmer's use chiefly.

Western Agents **JOHN DEERE PLOW CO. Ltd.,**

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte

Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

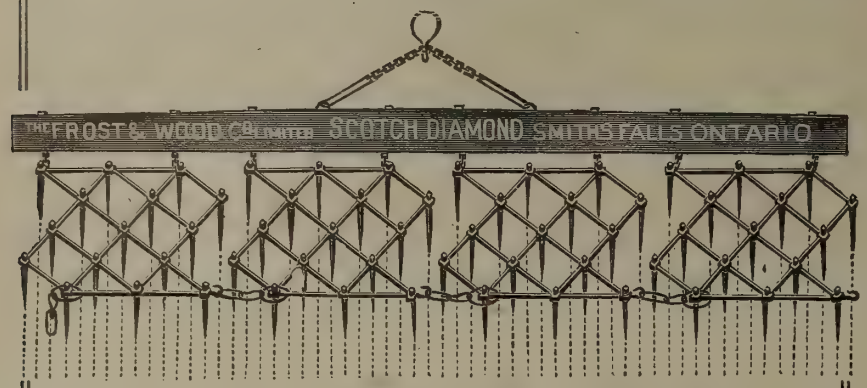
"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.



FROST & WOOD

Harrows and Scufflers

An Agency for the sale of Frost & Wood Machines is always a profitable one, because—

Frost & Wood Implements are built of the best grades of material and are machines that have proven by seventy years of actual service in the field, to be perfectly adapted to the work for which they are intended.

The reputation of **Frost & Wood Implements** is the kind that, once a man uses an implement made by us, he is always open to consider the purchase of other implements made by the same firm, when he needs them.

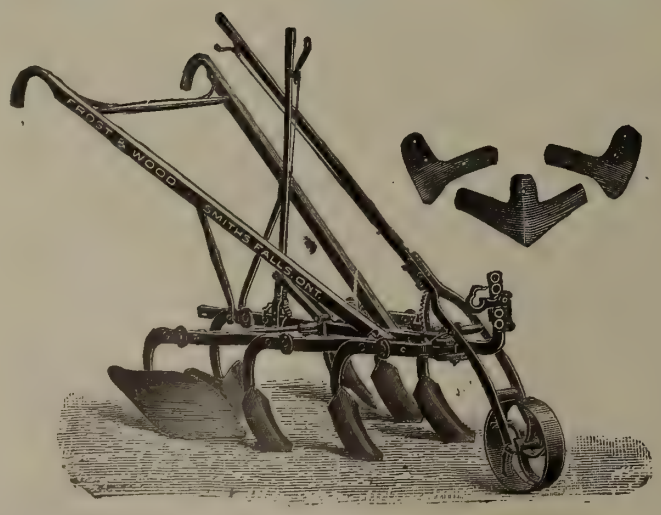
We create a demand for our goods by extensive newspaper advertising which reaches the actual consumer. It's an easy thing to sell a man a **Frost & Wood Harrow** (for instance) when he has read about it in his farm paper and made up his mind that that Harrow must be worth while investigating.

Scotch Diamond Harrows and Scufflers are two lines that you can handle this year to good advantage. The Harrow has its teeth driven through Malleable Clips insuring satisfactory wear without loosening.

Write us for prices and terms, and ask for our catalogue describing these implements. Applications for Agencies will be given careful and prompt attention.

THE Frost & Wood Company LIMITED.

Winnipeg **Regina** **Calgary**



Build Up Your

Binder Twine

Trade by handling the

4 Maple Leaf Brands

GILT EDGE, Pure Manila 650-ft.
GOLD LEAF, Manila, 600-ft.
SILVER LEAF, Standard Manila, 550-ft.
MAPLE LEAF, Standard, 500-ft.

Every Bale of Finished Twine is solid value.
Not one ounce of paper or other waste material.
Full Length and Strength.
Every Ball Guaranteed.
All our Binder Twines are regularly inspected in our mill in process of manufacture by the Dominion Inspector.
Best for the dealer to buy to sell because best for the farmer to buy to use.

Samples and prices and full information on application to

The BRANTFORD CORDAGE CO.
LIMITED,
Brantford, Canada.

Or to Western Representative

JNO. R. FIRTH,
289 Simcoe Street WINNIPEG.

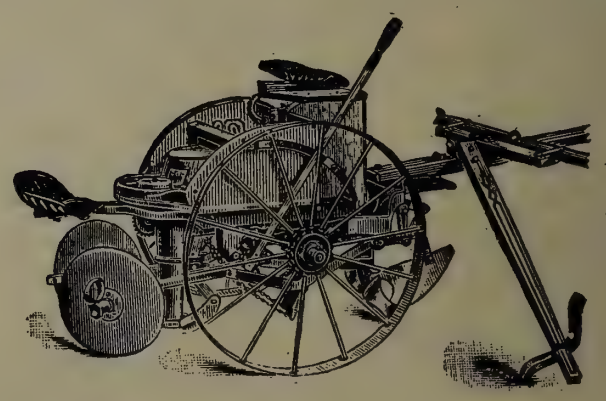
Warehousing and distributing facilities at Winnipeg, Brandon, Regina, Saskatoon and Calgary.

Specially Treated and made INSECT-PROOF.

IRON AGE

(IMPROVED ROBBINS)

POTATO PLANTER



"Iron Age" (Improved-Robbins) Potato Planter

Is recognized by all leading pototo growers as the best.
The rapid and continual increase in the sales proves it.
This Planter makes no misses or doubles—plants 100 per cent. correctly. Does not **puncture** or **bruise** the seed.
Sold with or without fertilizer attachment. Guaranteed to be as represented.
Catalogue on request. Write us to-day.

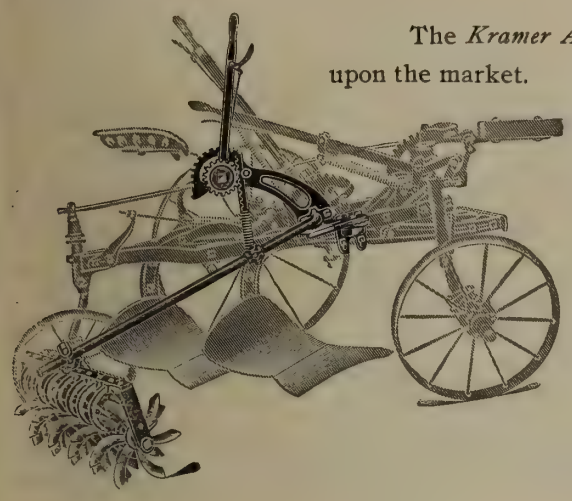
THE STEWART-NELSON CO., LTD.

WINNIPEG

THE FARMERS ALL SWEAR BY THE KRAMER

Light Running Rotary Harrow for Plow Attachment

They swear AT all others **There is a GOOD REASON for this**



The *Kramer Attachment* bears the stamp of *originality*. It was the *first implement* of the kind ever placed upon the market.

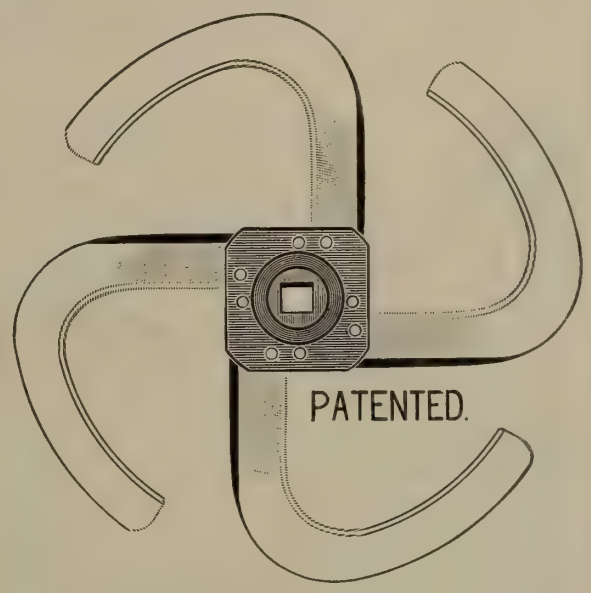
It saved the farmer all manner of *slavish labor* in preparing the Seed Bed for planting. This was not the only reason for purchasing the KRAMER HARROW. He has *faith* in the implement because he knows it is by *long odds*, the *best tool* of the kind ever placed on the market.

The Farmer lends our *attachment* the *stamp of approval* by purchasing same, in ever increasing numbers every season it is placed on the market, in spite of the fact that dishonest and unscrupulous parties, having no inventive genius are making the supreme effort of their lives to market an implement which will infringe the *matchless structure*, and the *adjustabe features*, of our *attachment* the moment our patent issues.

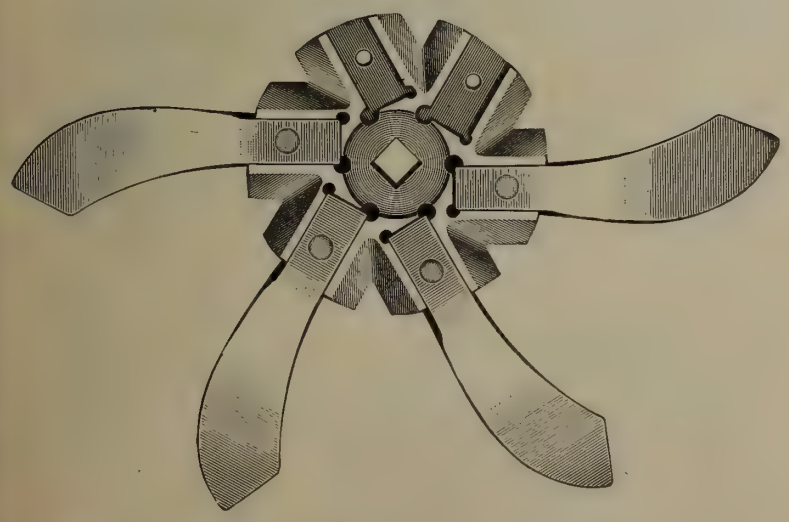
Over **30,000** of our implements have been sold. They are no longer an experiment. Their *construction* and *working qualities* are not only *guaranteed* by the manufacturers, but by the best jobbers and dealers in this country. You run no risk purchasing the KRAMER ATTACHMENT. The manufactures are all practical farmers, keeping abreast of the times, and at all times furnishing the farmer and dealer the best and most modern and improved plow attachment it is possible to build.

The points of our Blade cleave and penetrate the hard ground first, and gradually their entire cutting surface is utilized, chopping the ground all to pieces.

Blades striking the ground their entire length in tough and mucky soil, simply scratch over the top, without doing any pulverizing. There are hundreds of ways to build disks and blades, but none better or more serviceable than our several styles used in connection with our various models. Immediately send for samples. Don't worry about the prices and terms. They are *right* and will please you mightily.



Four Splendid Models to select from



STOP!

INVESTIGATE THE ORIGINAL AND ONLY SUCCESSFUL MACHINE BEFORE YOU THINK OF BUYING ANY KIND.

Don't be deceived by cheap imitations, or peg tooth arrangements which merely scratch through the ground, without doing any fineing and pulverizing. Our Attachment has lever adjustment, and spring compression, and is so light running that the team will never notice the slight additional draft. The Attachment is no longer an experiment in Western Canada. It has had its second triumphant year and over 2,000 will be used the coming spring season.

Fully guaranteed from every standpoint, and so effective in operation that the farmers prize it above any other tool on the farm.

For illustrated Folder, prices and terms, address,

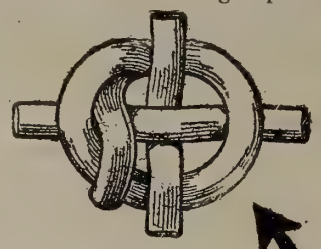
THE KRAMER CO., PAXTON, ILL., U.S.A.

C. W. DAVIDSON, for Manitoba.
110 Harriet Street, Winnipeg

TUDHOPE, ANDERSON & CO. for Saskatchewan and Alberta.
Winnipeg Regina Calgary

Twice As Strong

Hitherto the weakest part of a woven wire fence has been the lock, but now we offer you a new fence with a lock which is the strongest part of the fence. Notice that this lock not only grips the lateral wire to stay, but the ends of the lock are curved in such a manner that the lock **practically interlocks itself**, making it the strongest part of the entire fence, and giving a double grip. A double-grip means a twice-as-strong lock, a twice-as-strong fence—a twice-as-good investment, and no danger of loose locks in fence, and that is well worth consideration.



We manufacture many designs of Leader woven fence, both in the standard, heavy, and medium weight, using nothing but the best galvanized wire in all our fences.

We also make the old reliable Anchor field erected fence coiled spring wire, gates, etc. Catalogue shows different styles of fence and gates for horses, cattle, hogs, etc Write for your copy.

This is the best fence agency offered the dealer—**GET IT !**

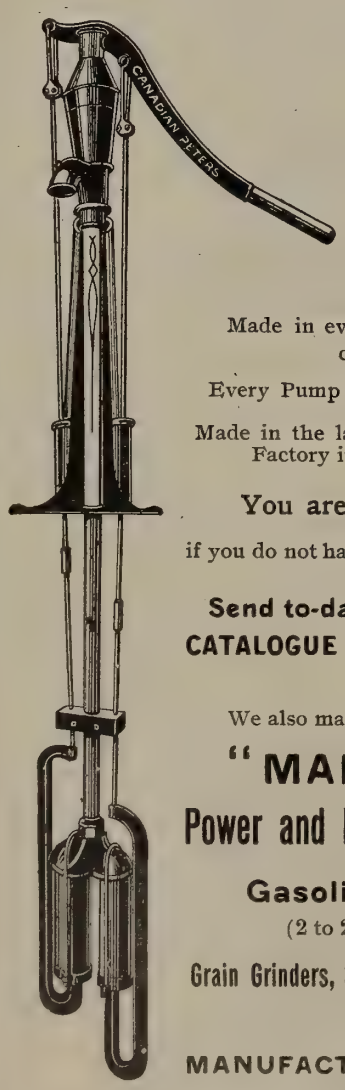
Anchor Fence Co., Ltd.

Box 1382. 850 Henry Ave., Winnipeg, Man.

THE LEADER Fence Lock

DO YOU SELL PUMPS?

If not START NOW and INCREASE YOUR PROFITS for 1909.



The 'Manitoba' Line

OF

Wood and Iron Pumps

are known all over the West.

Made in every style to suit all conditions.

Every Pump positively guaranteed.

Made in the largest and most modern Factory in Western Canada.

You are Losing Money

if you do not handle the 'Manitoba' Line.

Send to-day for FREE PUMP CATALOGUE and PRICE LIST.

We also manufacture the famous

"MANITOBA"

Power and Pumping Windmills,

Gasoline Engines

(2 to 25 horse power),

Grain Grinders, Steel Saw Frames, Tanks, etc.

MANUFACTURERS not jobbers.

The MANITOBA WINDMILL & PUMP CO., Ltd.

Box 301 BRANDON, MAN.

DOMINION CARRIAGE CO.

LIMITED.

GENTLEMEN'S DRIVING WAGON.

TORONTO.

High Quality and Stylish Design
Roomy and Comfortable. Handsome Finish

WE want to hear from dealers who would like to handle a line of Top Buggies, Gentlemen's Driving Wagons, Road Wagons, Democrats, etc., that is above the average in quality of materials, beauty of finish and stylishness of design. Simply write and ask us for full particulars about the

"MAPLE LEAF" LINE

and we will do our part to interest you further.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:

Winnipeg Portage La Prairie Regina Calgary Vancouver

McCormick Binder Twine

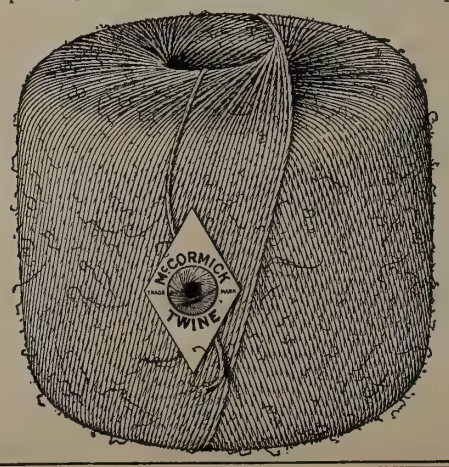
McCormick binder twine is made right from start to finish ; that is to say, the fiber is carefully selected and the spinning is done with the ut most care in new mills equipped with the most modern machinery. If you will carefully examine these brands of binder twine you will find that they are practically free from bunches of tow and swells, neither do these twines pull thin and break. McCormick twine is full length, full strength, spun evenly and therefore will not cause any delays in the harvest field.

There is a growing demand for McCormick binder twine because these brands have given universal satisfaction. If you wish to increase your binder twine profits you should handle this well known line of binder twine. It is guaranteed to stand a breaking test of 50 to 85 pounds and to have average length as follows :

Sisal	**500 feet per pound**	**Manila**	**600 feet per pound**
Standard	**500 feet per pound**	**Pure Manila**	**650 feet per pound**

When considering price you should keep in mind that these twines have the requisite length and the strength.

Farmers will soon begin to send in their orders for binder twine and practical experience will tell them which binder twine it will pay them to buy. Practical experience should also tell you which twine it will pay you to handle. If you are interested in handling good binder twine, write the nearest branch house for prices and terms. The general agent or blockman will be glad to have a talk with you on the twine question.



Western Canadian Branch Houses :

Brandon, Man. Calgary, Alta. Edmonton, Alta. Regina, Sask. Saskatoon, Sask. Winnipeg, Man.

International Harvester Company of America

(Incorporated)

CHICAGO U.S.A.

We, The American-Abell Engine & Thresher Co.

Desire particularly to call your attention to our

22 H.P. SIMPLE TRACTION ENGINE
AND 26 H.P. SIMPLE TRACTION ENGINE

These Engines have every late and up-to-date improvement in Thresher Engine Construction and are sold with our guarantee to work perfectly.

OUR "COCK O' THE NORTH" SEPARATORS

Both BEATER and COMBINATION

are recognized throughout Western Canada as absolutely the best separators ever operated in this Territory.

We have selling agents in all the principal towns of the West. For full particulars ask any Agent or write us to nearest branch : REGINA, CALGARY, EDMONTON.

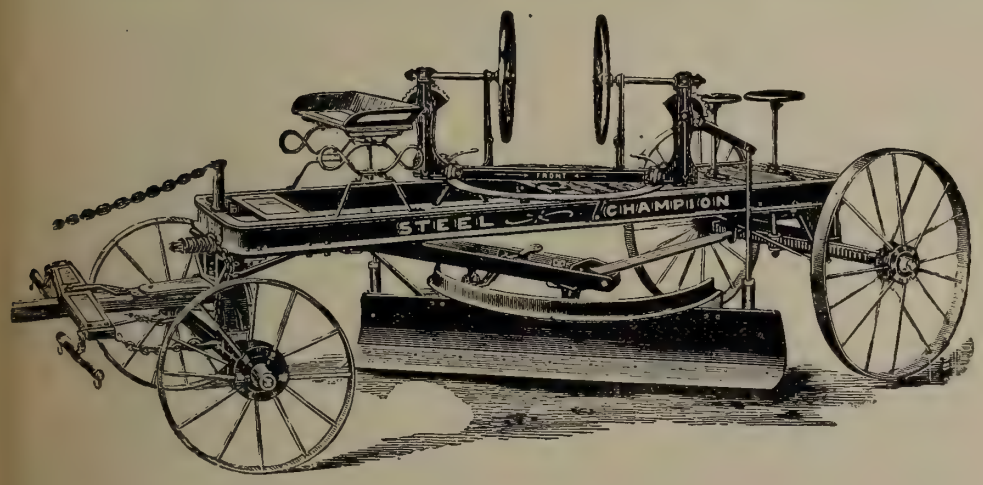
We are Selling Agents for

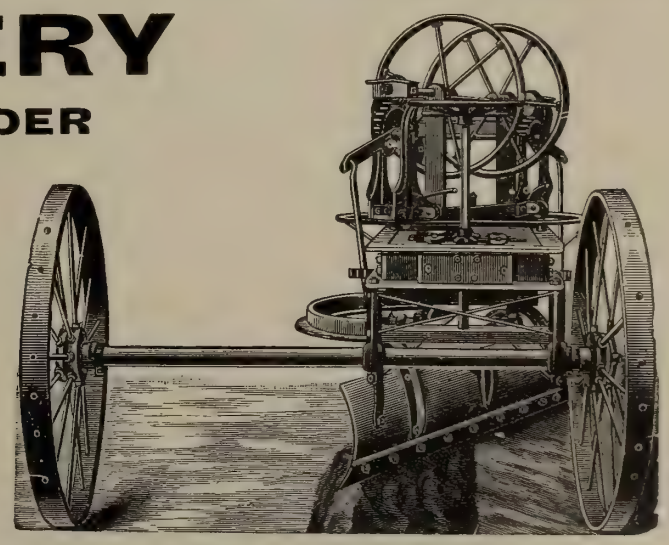
THE ADVANCE THRESHER CO., Battle Creek, Mich.
and MINNEAPOLIS THRESHING MACHINE CO., Hopkins, Minn.

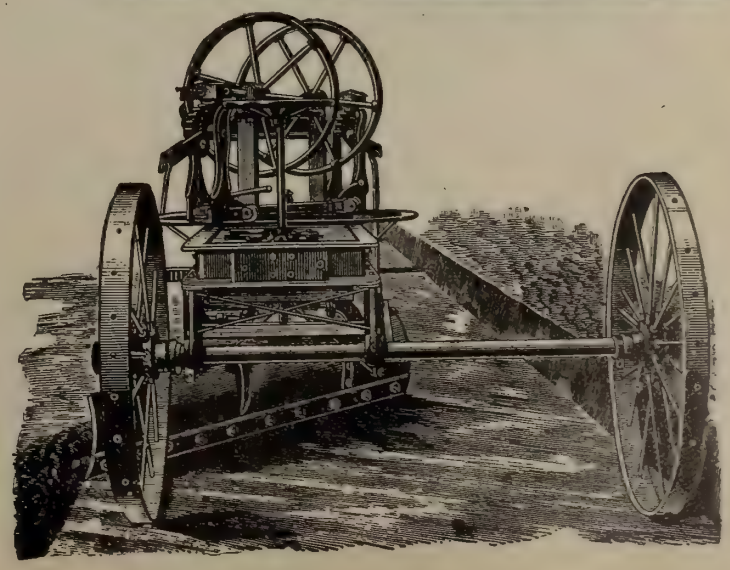
American-Abell Engine & Thresher Co. Ltd.
WINNIPEG, MAN.

ROAD MACHINERY

THE STEEL CHAMPION ROAD GRADER







Special Prices To The Dealer

The Steel Champion Road Grader is the only Grader with an 8 foot blade.

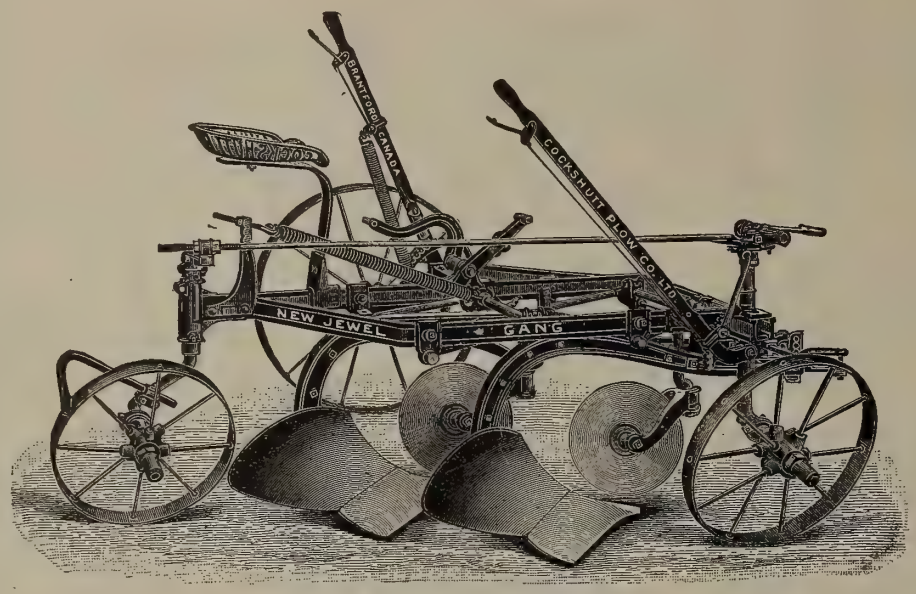
The King of all Road Graders

Waterous Engine Works
CO., LTD.

WINNIPEG, - MAN.

None Comparable with Cockshutt Plows

That is why Cockshutt dealers continue to skim the cream of the trade, notwithstanding the efforts of all competitors. Cockshutt plows were built with an object in view beyond the mere making of money; viz., to meet the requirements of the Western farmer. As a consequence they excel in every point of importance, making them the most profitable for the dealer to handle. You see the force of this logic?



NEW JEWEL GANG.

The

Cockshutt New Jewel Gang

embodies all that is latest and best in modern plow building. It is Canada's Perfect Modern Plow.

Built entirely of steel and malleable iron. Standards are malleable and bridged at the bends, making them stronger than when made of steel.

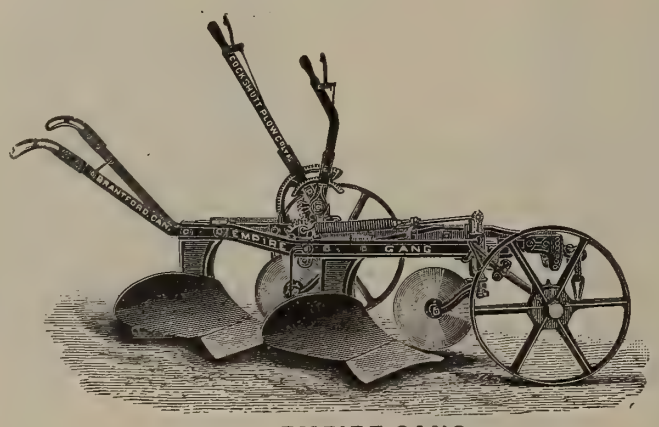
Mold Boards, specially designed to clean and cover in sticky soil, and they do.

Frame, Beams, Bails, Axles and Braces are made of high carbon steel. Very strong and not easily put out of shape.

Steel Wheels have long, removable, dust-proof bearings, with large wearing surfaces, insuring long life and small cost for repairs. Large land wheel fitted with cushion spring. All wheels adjustable.

Wheel Levers are convenient to driver, and are only used for levelling the plow, the plow being operated at the ends by the foot, which leaves the hands free to manage the horses.

Lifting Device locks the plow up when out of the ground, and down when in work, but can be set so that when working in stony ground the plows will raise when striking an obstruction, thus preventing breakage.



EMPIRE GANG

The Cockshutt Empire Gang

This is a light two-furrow plow that possesses many features of outstanding merit not to be found on any other light two-furrow plow. Being the first to introduce a plow of this kind we have been successful in keeping it in advance of all imitators.

The Empire Gang is equipped with extra strong steel frame, heavy axles, and dust-proof wheels. Fine adjustment ratchets and compound levers and spring lift of new design. It is the best plow of the type on the market to-day.

The Best In Earth for The Best On Earth.

COCKSHUTT PLOW CO., LTD.,

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 4 WINNIPEG, MAN., APRIL, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

Record of Costs Essential to Profits.

In the course of an address delivered at a dealers' convention across the line one speaker was authority for the statement that of the twenty per cent of changes which annually took place in the implement and vehicle business, the greater proportion of them were accounted for through failure to garner a sufficient profit. Such being the case, and in view of the continual changes that are taking place among retail men in this country, it is opportune that some light be shed on the subject.

While there may be a glimmer of reason in the assertion that the profits in the business today are not what they once were, owing to the increased competition among manufacturers and jobbers and their local representatives, and also to the fact that raw material and labor costs have advanced without any commensurate increase in the price to the consummer, still a great deal of the trouble is directly traceable to the failure of many dealers to keep a close record of their costs and to know what their annual expenses are in the operation of their businesses.

There can be no doubt that many of those who engage in the business of selling farm implements, vehicles, etc., lack the necessary knowledge essential to the most economical and the most profitable conduct of such business. It is the aim of the trade papers to remedy these deficiencies and to point out the best way for the reader to make the most monev.

Everybody knows, and it is not to be wondered at, the great attraction that the business of the dealer has for the average farmer, and it is beyond cavil that the ranks of the trade are more frequently recruited from this source than from any other. With all due deference to the dealers who have been tillers of the soil, is it not true that the average farmer has more to learn regarding the carrying on of an implement establishment than he imagines when he decides to go into it?

It is freely admitted by dealers themselves that not enough attention is given to keeping track of the cost of doing business. More than one or two have discovered at the end of a year that the mere adding of twenty or twenty-five per cent to the invoice price of their entire stock does not ensure such a profit when the business for the season is totalled up and results reached.

What the business demands today is the keeping of a careful record of all costs, such as rent, insurance, taxes, hired help, freight, depreciation of stock values, losses through bad debts, fuel, light, advertising, repairs on buildings, and so on until every cost is recorded. The smallest sums should not be overlooked, because the petty amounts frequently aggregate considerable sums.

By keeping a complete account ing system a dealer knows at the end of each year the exact value of his total sales. He knows what cash he received and what credit he granted. He knows what his goods cost him and what it cost him in the handling of them, and finally he knows to a fraction what his profits were worth. Nothing so quickly demonstrates whether a man is making or losing money. It is not sufficient that a dealer reaps a profit equivalent to his living expenses. He should have a surplus over and above that. Many say it is impossible to get such a surplus and the matter is one that could be quickly solved were all the dealers members of a live and useful association. However, every dealer should have a profit beyond his actual living expenses, and it is because there are so many who are not getting it that so many changes take place in the personnel of the retail trade.

The Mighty 1908 Crop of the Golden West.

Full Report of the Acreage Cropped, the Total Yield, and the Approximated Value.

From an almost infinitesimal portion of the broad bosom of the fertile prairies of Manitoba, Saskatchewan and Alberta, amounting to less than 4.98 per cent., of the total area of arable land to be found within the confines of these provinces, the farmers of Canada's Last, Golden West reaped the largest and undoubtedly the most profitable crop, that they have ever harvested. In comparison with the season that preceded it, 1908 showed a most gratifying development of the agricultural resources of this country. When the report is studied, however, every reader will realize there is truth in the statement that the West is yet in her swaddling clothes so far as her agricultural possibilities are concerned.

THE ACREAGE CROPPED.

Getting right down to bed-rock those who investigate will first discover a tremendous increase in the acreage cropped, amounting to 3,199,688 acres in 1908 greater than in the previous year. Turning attention from this it will be found that the acreage devoted to wheat in 1908 was 1,874,409 acres greater than in 1907. Saskatchewan headed the list with a gain of 1,732,464 acres. Alberta was next in order with an advance of 80,858 acres, while Manitoba ranked at the bottom with 61,087 acres more than in the year of the big crisis.

The acreage sown to oats almost equalled that of wheat, reaching the grand total of 1,086,682 acres over 1907. The big central province made a phenomenal showing in this department, having an increase which lacked only 1,211 of totalling a clean gain of a round million acres. Manitoba went to the opposite extreme and simply registered a gain of only 3,036 acres. Alberta's progress was very gratifying, aggregating 84,857 acres above the year before.

There was also substantial improvement in the barley acreage which amounted to an increase of 177,416 acres, divided among the provinces in the following proportion: Saskatchewan 152,454 acres, Alberta 16,091 acres and Manitoba 8,871 acres. Similar increases were recorded for other grains.

TOTAL PRODUCTION OF WHEAT

Respecting the yield in the three provinces a very large advance is recorded in all the different kinds of grain, while the aggregate for all grains reached the imposing total of 241,597,222 bushels. Wheat, the most profitable and the most important crop of the West, returned an aggregate yield for the three provinces of 106,357,100 bushels or an average of 15.44 bushels to the acre on all the acreage cropped. For the first time in history the yield of wheat in Saskatchewan out-reached that of Manitoba though the latter province showed a greater yield per acre. Saskatchewan produced 50,654,629 bushels or 13.68 bushels per acre sown, while Manitoba farmers harvested 49,252,539 bushels or 17.28 bushels to the acre. Alberta made a gain of over two million bushels in her wheat crop in comparison with that of 1907, getting a crop last year of 6,449,932 bushels or 22.33 bushels per acre, the largest yield to the acre in the West.

PHENOMENAL ADVANCE IN OAT CROP.

From every standpoint the most phenomenal advance was that made by Saskatchewan in her oat crop. From producing a crop a little better than half of that produced by Manitoba in 1907 she last year rose up in her might and swamped the smaller province by about four million bushels. There was also a generous increase in this crop in the Sunny Province, while Manitoba climbed to the tune of a little better than two

million bushels more than in 1907. Alberta reaped the greatest number of bushels per acre, while Saskatchewan was almost ten bushels lower in this respect than either of her sister provinces. Complete returns may be quickly gathered from the tables accompanying the article.

MANITOBA LED IN BARLEY PRODUCTS.

Manitoba held her pre-eminence in the production of barley, jumping a couple of million bushels more than the aggregate grown in 1907. Saskatchewan got second place though she made the most gain. Her average, as in wheat and oats, was considerably lower than either Manitoba's or Alberta's.

Saskatchewan won the palm for the greatest aggregated number of bushels of flax, though Manitoba copped first place in the matter of yield. In other grains the oldest province had the call, taking the honors with the largest crop and the greatest yield per acre.

NUMBER OF THRESHING OUTFIT.

To thresh the greatest crop in Western Canada 6,402 threshing outfits were in operation, divided in the following manner among the different provinces: Manitoba, 2,287; Saskatchewan, 3,219 and in Alberta 896. Appraising these outfits at a minimum valuation of $2,500 each, the total worth of the threshing machinery utilized to turn out the crop of 1908 was $16,005,000.

APPROXIMITE CROP VALUES.

Regarding the value of the crop, basing the price for wheat at 85 cents per bushel for the entire country the total yield netted the farmer something like $90,403,535. Figuring the oat crop of the whole country to have been worth to the farmer an average price of 30 cents per bushel it was equal in round figures to $32,262,394. Proceeding to apply the same basis of calculation to the barley crop, and placing a valuation on it of 42 cents per bushel for the entire West, the total value of this crop to the farmer was $10,026,849. Valuing all the flax grown at $1.15 per bushel this crop increased the farmers' holdings by $3,632,405 and placing a valuation on other grains, such as rye, speltz and peas at 75 cents per bushel they were worth another $500,061. Aggregating all these totals the entire grain crop of 1908, when figured from a minimum valuation in all cases, was worth $136,825,244.

Leaving the grain crop and giving attention to some other statistic, readers will find it profitable to give the table on this page their careful attention. These tables contain complete returns as to number of occupied farms, number of threshing outfits, number of live stock and the value of the dairy industry of the West.

Table showing total arable land and acreage in grain crops in Western Canada in 1908

1908. PROVINCE	Total Area of Arable Land	Total Acreage in Grain Crop	Total Acreage in Wheat	Total Acreage in Oats	Total Acreage in Barley	Total Acreage in Flax	Total Acreage in other Grains.	
Manitoba	35,000,000	4,800,414	2,850,640	1,216,632	658,441	50,187	Rye & Peas	24,514
Saskatchewan	97,000,000	5,981,802	3,703,563	1,772,976	229,574	264,728	Speltz & Rye	10,961
Alberta	100,000,000	761,494	288,758	391,950	70,789	8,420	Speltz & Rye	1,577
Western Canada Total	232,000,000	11,543,710	6,842,961	3,381,558	958,804	323,335		37,052

Table showing total and average yield for all grain crops in Western Canada in 1908

1908. PROVINCE	Total Yield Wheat Bushels	Ave. Bush'ls per Acre	Total Yield Oats Bushels	Ave. Bush'ls per Acre	Total Yield Barley Bushels	Ave. Bush'ls per Acre	Total Yield Flax Bushels	Ave. Bush'ls per Acre	Total Yield Other Grains Bushels		Ave. Bush. per Acre
Manitoba	49,252,539	17.28	44,686,043	36.08	18,135,757	27.54	502,206	11.80	Rye & Peas.	481,642	20.15
Saskatchewan	50,654,629	13.68	48,379,838	27.29	3,965,724	17.28	2,589,352	9.78	Speltz & Rye	155,721	13.09
Alberta	6,449,932	22.33	14,475,431	36.93	1,771,968	25.03	67,051	7.96	Rye & Speltz	29,385	18.63
Western Canada Total	106,357,100	15.44	107,541,312	31.21	23,873,449	24.88	3,158,613	9.76		666,748	18.00

Table of General Statistics, covering number of farms, threshing outfits, live stock, dairying industry and potato crop in Western Canada in 1908

1908. PROVINCE	Total Number Farms	Number of Threshing Outfits	Total Number Horses	Total Number Cattle	Total Number Sheep	Total Number Swine	Approximate Value of Dairy Industry	Total Yield Potatoes Bushels
Manitoba	44,902	2,287	169,905	415,483	16,924	120,364	$1,400,269	5,148,696
Saskatchewan	65,945	3,219	343,863	745,037	144,370	426,579	650,000	6,464,000
Alberta	30,286	896	286,640	1,028,971	195,696	107,264	800,621	1,966,800
Western Canada Total	141,133	6,402	800,408	2,189,493	356,990	654,207	2,850,890	13,579,496

M. RUMELY CO.

Regina, Sask. Winnipeg, Man. Calgary, Alta.

WE BUILD

PLOWING ENGINES THRESHING MACHINERY

Agents wanted for unoccupied territory.

COCKSHUTT ENGINE GANG

The Plow with A REPUTATION

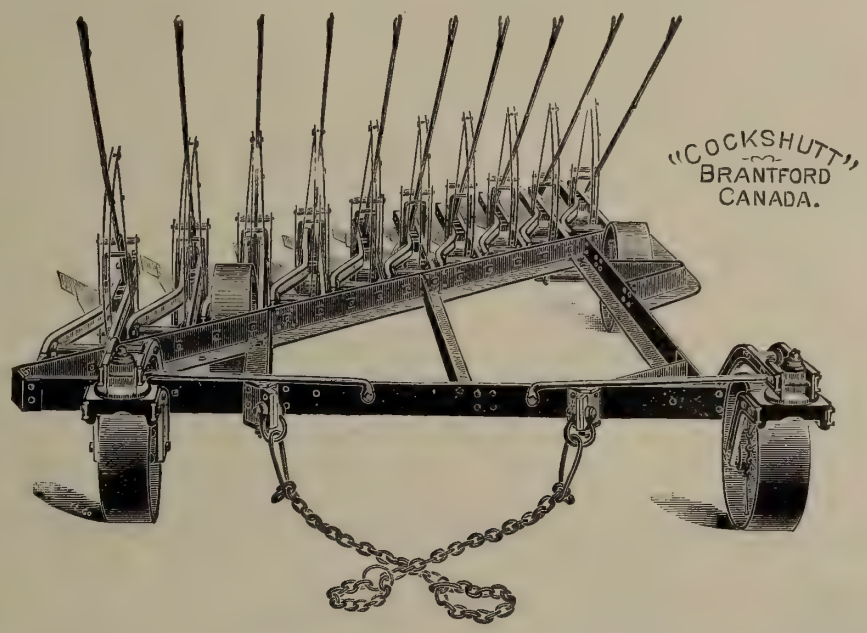
The only traction plow that has proved a success in the hard and tough sod, and rough and stony lands of Western Canada, because it was specially designed to meet the demands of this country. No praiseworthy statement is an exaggeration of the merits of the Cockshutt Engine Gang.

Individual Plows

Each bottom adapts itself automatically to any unevenness in the land. When one bottom strikes a stone it raises up and glances over without disturbing the rest of the plows.

Wide Jaws

where each individual plow is hinged to frame. This, with the extra heavy beams, absolutely prevents the bottom from "winging." The furrows are always of uniform depth and width.



Straight Beams

which are very much superior to arched beams for traction plowing. Our heavy straight beams cannot bend or get out of position. Arched beams are liable to become partly straightened under the great strain of traction engines.

Great Strength

And the weight all in the right place.

Cockshutt Engine Gang—14 inch bottoms either breaker or stubble (interchangeable)

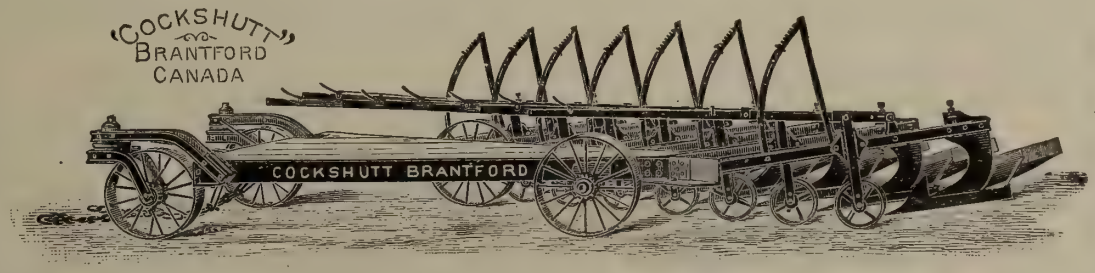
Made on wheels with 6-furrow frame for 4, 5 or 6 plows; 8-furrow frame for 6, 7 or 8 plows; also in 10 or 12-furrow sizes. The 10- and 12-furrow sizes are also made with frame on skids.

Adjustability of Individual Bottoms

Set-screw on the top of each standard for adjusting the "suck" of the share, and levelling up the bottoms. Bolt holes in the standards are slotted. By loosening the bolts and using the set-screw each bottom can be adjusted to as fine a point as desired. Depth of plowing of each bottom is regulated separately by the levers and ratchets; thus each individual plow can be adjusted to meet the conditions of its own path. This great adjustability and independent operation of each bottom has enabled our plow time and again to displace other makes.

The Cockshutt will do perfect work under conditions where no other engine gang can possibly do good work. For instance the drive wheels of traction engines always sink into the ground, particularly in the spring. This depression is often three or four inches deep and the side of the engine tracks often comes in the middle of a gang of two bottoms, with the result that one bottom is plowing deep while the other is scraping along in the engine track without plowing. With our independent plows, however, such difficulties are overcome easily as each bottom will plow the desired depth whether in the depression or not.

Cockshutt Engine Gang sales enormously exceed all others in Western Canada combined.



THE PERFECT ENGINE GANG FOR STUBBLE, BREAKING OR BACK SETTING

Side View of Cockshutt Engine Gang—7-furrow size

WRITE US FOR NEW ENGINE GANG CATALOGUE, 1909.

Cockshutt Plow Co., Limited

WINNIPEG REGINA CALGARY EDMONTON

Calgary.

Mr. H. A. Dunn, manager of the John Deere Plow Co., made a short business trip to British Columbia points during the latter part of March. He returned about the last of the month after having been as far west as Vancouver.

Mr. J. Shields, who formerly had charge of the northern Alberta territory for the John Deere Plow Co., has severed his connection with the company and accepted a position with the International Harvester Co. taking charge of the province of British Columbia for them.

Mr. H. H. Halliday, a well-know implement traveller in Alberta, until a couple of years ago, is again in harness, and is taking charge of a block for the Frost & Wood Co., covering from Red Deer north.

Mr. J. A. McKinnon, chief accountant in the Calgary office of the Massey-Harris Co., was presented with a daughter on March 18th. Just a little sooner and it would have been a 17th of Ireland baby. Congratulations, Jack.

Mr. Manson Campbell, the "Fanning Mill Man" from Chatham, Ont., visited the Calgary representatives of his company during March.

Nearly all the Calgary representatives of the different implement concerns have spent more or less time at different outside agencies. Among others the following spent considerable time during the past month at various points on their territories: Messrs. J. A. Latimer, manager Cockshutt Plow Co.; S. H. Roe, manager of the Tudhope-Anderson & Co.; R. B. Smith, of the Wm. Gray & Sons Co.; R. Cockerton, manager of the McLaughlin Carriage Co.; W. G. Hunt, manager of Massey Harris Co.; W. E. Hall, manager of the Frost & Wood Co., and J. A. Brookbank, manager of the International Harvester Co., and E. M. McCammon, manager of the J. I. Case Co.

Mr. G. B. Baker, Winnipeg manager of the Rumley Co., spent some time in Calgary and other Alberta points during the month.

Mr. P. A. Scott, the well-known thresher traveller, who represented the American-Abell Co., in this field for some time, has severed his connection with that firm to identify himself with the organization of the M. Rumley Co.

Mr. Thos. Taylor, the well-known International Harvester Co salesman, has decided to go in for larger work, and is now pushing "Hart Parr" traction engines and the other lines handled by the Chapin Co..

Mr. Thos. Armstrong, another well-known machine traveller, who has been off the road for a time has again joined the ranks and is pushing the cream separator line of the International Harvester Co.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held in the Dominion Hotel, Calgary, on Saturday evening, April 3rd. A meeting of the executive of the association was also held on Tuesday, March 23rd, in the offices of the Frost & Wood Co., when the balance of the committees for the year were appointed. The list of officers and committees as completed is as follows:

OFFICERS OF ASSOCIATION

President, E. M. McCammon; 1st Vice-President S. H. Roe; 2nd Vice-President, H. A. Dunn; Secretary, W. E. Hall; Treasurer, J. A. Latimer.

Executive.—The above officers and W. G. Hunt, J. A. Brookbank, R. B. Smith, Fred Wright, O. S. Chapin and H. P. Norton.

COMMITTEES.

Legislation.—W. G. Hunt, J. A. Latimer, J. A. Brookbank.

Freight and Transportation.—O. S. Chapin, S. H. Roe and J. A. Brookbank.

Entertainment.—H. A. Dunn, J. Timney and Jas. Brown.

Membership.—P. D. McLaren, J. A. Latimer and Fred Wright.

President and Secretary are members ex officio of each committee.

Mr. H. P. Norton who for the past couple of years has represented the Nichols & Shepard Co., at Calgary, has decided to abandon the strenuous life and has joined the staff of the C.P.R. Irrigation and Colonization Co. He is at present on a business trip to Spokane in their interests.

Mr. W. M. Jamieson, local agent at Calgary for the Frost & Wood Co., together with his brother, Mayor R. R. Jamieson of Calgary, were called to Hamilton early in March by the sudden death of their father. Mr. Jamieson was away two weeks.

The elections are over and business is again resuming its natural state. No one is sorry. Taken

Sectional View of Patent Truss Skein

This cut shows a cross sectional view of the celebrated *Studebaker* Patent Truss Skein, used exclusively on *Studebaker* wagons.

Note that the metal at bottom of the skein, where the wear is greatest, is heavier than the top.

Note also that the boxing is so cast that lubricating space is provided between box and skein.

The large bell permits greater portion of the wooden spindle to enter the skein.

What you can't see, however, is even *more* important. So excellent a grade of iron is employed and so carefully and scientifically is the metal handled that the strength of *Studebaker* skeins averages almost 3,000 pounds to the square inch, which is 25 per cent. higher than U. S. Government standard, and undoubtedly the strongest skein ever used in any wagon.

Every Studebaker Wagon Speaks Well for the Dealer Who Sold it

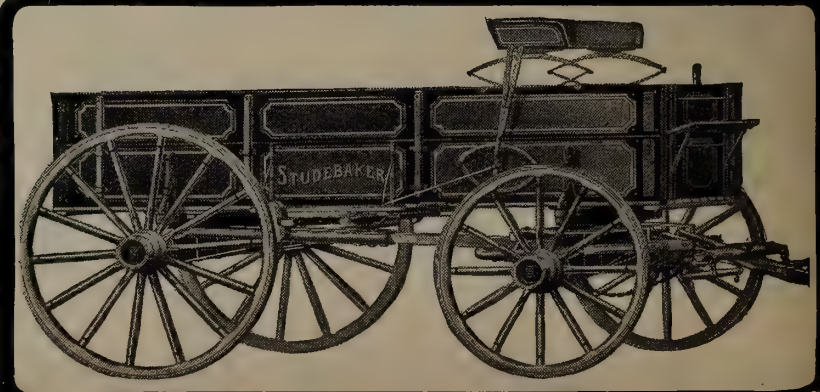
The whole history of merchandising is eloquent with proof that it pays to handle goods of "known" intrinsic value. The good repute of the merchandise handled reflects upon the seller and creates confidence in his business methods and the confidence of the public is the greatest asset that any merchant can have.

The dealer who handles *Studebaker* vehicles not only has a line of vehicles that are easy to sell but is dealing in merchandise that will strengthen his standing in the community.

Satisfaction Always Creates Friendliness

Studebaker

South Bend, Indiana



all around it is a good thing the strain did not last much longer. It was beginning to tell on business and when that happens it is time to quit. That some machine men take an interest in politics is evidenced by the fact that Mr. J. Stewart, the Massey Harris blockman on the Wetaskiwin branch was elected for Sedgwick. Mr. Archie Campbell, a retail dealer at Innisfail, was elected for Vermillion. Mr. M. McHardy, the well-known machine man at Okotoks, also ran, but was defeated by Hoadley, the Conservative candidate, by a small majority.

Weather conditions and prospects throughout Alberta are ideal so far this season. It has been quite warm and for some time from Red Deer south a great deal of work has been done on the land. From Calgary south there was little or no snow all winter and consequently conditions are more advanced in that district. During the latter part of March there were several heavy falls of snow, but as it was quite warm it quickly melted, giving an excellent moisture to the ground. As a result the fall wheat up to the present is in excellent shape and generally speaking a splendid start has been made for this season.

Owing to the fine weather conditions delivery of machines has been exceedingly heavy for this time of the year, and owing to the largely increased acreage throughout the province the sales of machines is being correspondingly increased.

How Would it Affect You ?

If continual grain cropping, without fertilizing, impairs the productivity of the land, and ultimately is bound to lessen the farmer's financial returns, is it not logical to suppose that it is destined to eventually curtail his purchasing powers? Query is prompted on this subject with a view to causing discussion as to the relative merits of exclusive grain growing and mixed farming, from the point of view of the man selling farm machinery and vehicles. If a more general adoption of mixed farming took place how would it affect the business of the dealers? Would the result be adverse or beneficial? Readers are invited to forward their opinions. It is the biggest question before the Western farmer today and will continue to grow in importance for years to come.

Brandon.

The most successful Winter Fair ever held in the West was concluded here on Friday the 12th inst. It was a splendid compliment to the enterprise of the people of the Wheat City, all of whom are deeply interested in the development of the big Fat Stock Show. The exhibition lasted four days, and during that time people congregated from all over the West. The total attendance reached close to 15,000 people, while the value of the stock exhibited aggregated some $450,000 divided as follows: horses, $400,000; cattle, $15,000; sheep, $10,000; swine, $5,000; and poultry, $12,000. It is stated that the grain exhibit, together with grain cleaning machinery was worth somewhere in the neighborhood of another $5,000.

To the visitor it was noticeable that the buildings are not nearly adequate to take care of the stock entries and the crowd that attended. With the exception of everything but the poultry and the grain show all the other departments were greatly overcrowded.

A number of the local concerns took advantage of the show to make exhibits. Hedley & Bell were present with a display of De Laval separators, and Davis sewing machines. They also showed samples of J. C. Groendyke—Circle G—binder twine for which they are agents in this territory.

The Brandon Pump & Windmill Works were in evidence with a couple of their wood pumps, and a Star windmill.

John Inglis & Co. displayed Magnet cream separators and were also showing a Fosston fanning mill in operation.

Manson Campbell & Co. were represented by samples of their Chatham fanning mills and grain picklers, showing these lines at work. They also exhibited their kitchen cabinets and their five ton pitless scales.

The Hero Mfg. Co. were up from Winnipeg with their Hero and Bonanza fanning mills, and their Hero grain pickler. These lines were kept continually in operation for the benefit of the crowd that visited their stand.

The Brandon Machine Works Co. were represented by one of their 24 wheel sub-surface packers and Acme grain picklers.

The Cockshutt Plow were on hand with one of their Wonder fanning mills. This they were working all the while.

Where they were in the eyes of the crowd the Portage Iron & Machine works, of Portage la Prairie, were displaying grain picklers and cleaners.

Mr. A. E. Drennan, of the Empire Cream Separator Co., was kept busy demonstrating the merits of their Hathaway grain pickler.

Brazziel & Co., of Oak Lake, were to the fore with a display of their Great Western pickler.

George White & Sons, of London, Ont., manufacturers of the Advance and Challenge lines of threshing machinery are going to erect a large branch house here, Mr. J. Vosbinder is at present in the city in the interests of this firm, and is calling for tenders for the erection of their new warehouse and office building. He is accompanied by Mr. George Skinner of the same concern.

Mr. A. Johnson, representing the Great West Wire Fence Co., was in town during the Winter Fair.

It is with deep regret we record the death of Mr. James Ames, representative of the American, Abell Engine & Thresher Co., here. His wife and two children have the sympathy of the whole trade.

The Brandon Machine Works Co. have commenced the erection of a new addition to their foundry. It will be 40 x 70 feet. This increase in space is necessitated by the great demand for their sub-surface packer. Mr. W. M. Fulton is very well pleased with prospects for the coming season.

A new concern was recently formed composed of a number of Brandon's best business men. It is to be known as the Brandon Trust & Loan Co., and enters on its career with every prospect of success. Mr. J. R. Little, late manager of the Merchants Bank at this point is in charge.

Mr. J. D. Kippen, dealer at Carlyle, Sask., was in town on business during March.

Mr. W. J. Killkenny, dealer at Broomhill, Man., accompanied by his wife, took in the Brandon Winter Fair.

We were pleased to have a visit from Mr. F. D. Blakely, manager of Canadian Farm Implements. He was up to the Winter Fair and took advantage of the opportunity to shake hands with many of his old friends. We are always glad to see Frank.

Mr. S. Kelly, of Merrill & Kelly, Souris, Man., took in the big Fat Stock Show.

Mr. G. C. Smith, dealer at Elkhorn, Man., was another visitor to the Winter Fair.

Mr. R. H. Swallow, the well-known dealer of Douglas, Man., was in town during the annual Winter Fair.

Mr. Wm. Antliffe, manager of the Melotte Cream Separator Co., Winnipeg, was in town during the latter end of March, in connection with his company's interests.

The snow still hangs on and from present indications it is the general opinion that seeding will not start much before the 12th or 15th of April. A good business is doing in plows and drills, but no better than was done last year.

A BIGGER SHEAF

A Larger Crop

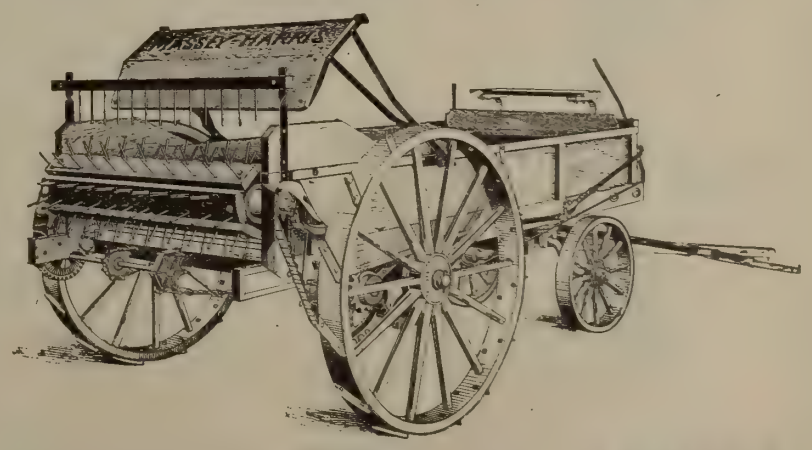
Greater Returns

May be secured through the use of the

MASSEY-HARRIS

MANURE SPREADER

A Canadian built implement for the Canadian West.



MASSEY-HARRIS CO., LIMITED,

Winnipeg Regina Saskatoon Calgary

A Threat Without a Reason.

"If I cannot get agents to handle my machine I will be compelled to sell direct to the farmer by mail-order. I don't want to do this but I am paid by my employers to find a market in this Western country for our separators, consequently if the dealer won't handle them I must of necessity place them in some other way."

Let that sink deep into your brain. Such an utterance as the above is of a nature calculated to compel attention, and to demand the earnest consideration of those who believe in the reservation of the retail trade to the retail dealer. This utterence contains that in it which strikes directly at the root of the whole retailing system, and therefore must be faced and argued out to its logical conclusion by every man interested in the retailing of farm machinery and vehicles.

It is a matter of no moment that the statement comes from the lips of a man endeavoring to sell cream separators. It might just as well have come from those of one selling buggies, gasoline engines, or other lines handled by the dealer. The principle in every case would be the same and it is the principle that prompted the utterance that compels attention.

Past experience has demonstrated that manufacturers prefer to dispose of their goods through the medium of representatives at local points in the country. Some there are, however, who have drifted into the conducting of their business direct with the consumers. So far as the matter of choice of method of conducting his business is concerned the responsibility is wholly that of the manufacturer. It is after he has made his decision that the dealer becomes interested, either as a friend or an enemy.

When a manufacturer elects to operate his business through the ranks of the retail trade it is imperative that to best promote his own interests he protect those of the men selling his line. He must be as loyal to them as he expects them to be to him and to his goods. That is part of the implied contract on both sides, and though it may be difficult to find it "in the bond" it remains a condition nevertheless. On the other hand if he prefers to go to the consumer direct he owes the retailers nothing and is thereby not entitled, and is not likely, to expect anything, but hard knocks, from them.

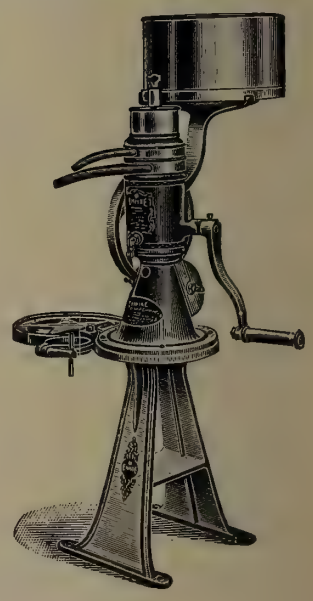
In years gone by the implement world witnessed some concerns change their policy of selling through the dealers to that of selling direct to the farmer. Such companies were usually lured away by the appearance of great results, and not a few of them, now sadder and wiser, only got the shadow and not the substance. The tendency is the other way today and only the mail-order departmental stores affect the business of the country seriously.

There must be something wrong that occasions such an utterance as that at the commencement of this article. In a country such as Western Canada it is improbable that any manufacturer, or his representative, who goes after the patronage of the dealer, will fail in his object,—providing he seeks the business systematically and energetically. Perhaps the fault lies in the product for sale, the price quoted, or the terms offered, or perhaps it is due to half a dozen other causes among which may be the inability of the salesman employed to place the merits of the article in the proper light before the men to whom he is trying to sell. To interest the trade the product must be up to the standard in the eyes of those engaged in retailing it, and it must be procurable at a price that ensures a respectable profit to them. On the other hand no manufacturer, or those representing such, should expect to sell a product of inferior standard for as much money as the better article commands.

A manufacturer or jobber coming into a territory comparatively new, and as complete strangers to the trade in that territory, cannot expect to secure representation in every town. Many manufacturers are prone to condemn the trade on this account and it is scarcely justifiable. The dealers in such a town are handling lines that are giving them and their customers satisfaction and for that reason are not ready to switch to every traveller that may happen to call on them.

When a representative has to make such a statement as is quoted there must be something radically wrong somewhere. The fault must

You Can't Sell Cream Separators With a Club



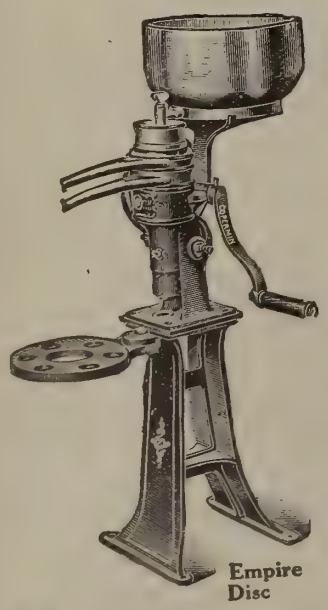
In prehistoric times a man won his wife with a club. Might was right.

Some men try to sell Cream Separators in practically the same way. They have only **one kind** of separator to sell, and so try to **force** or **club** the cow-owner into buying their one style.

It's self protection on their part, for that's all they have to offer.

Modern salesmanship consists of **offering the purchaser a choice,** so he (the purchaser) can pick out what he wants.

That's the kind of salesmanship possible to the agent for



Empire Disc

The Empire Line

Of Quality Cream Separators.

The fact that the machines of this quality line are in the front for 1909 proves that the cow-owner prefers **A Choice From The Empire Variety of the Best,** and wants nothing to do with the clubbing tactics of the agent with a single hobby.

The Empire Line comprises

THE FRICTIONLESS EMPIRE
(The original Cone Separator)

THE CENTRE FEED EMPIRE DISC
(The really perfect Disc SeparatCr)

It's a line in a full range of sizes and capacities, of the two really standard methods of separation.

This is The Year for cream separator sales, and the agent for the **Empire Line has a Proposition to Meet Every Kind of Competition, no matter what it may be.**

If you are interested address a card to the

Empire Cream Separator Co. of Canada, Limited

WINNIPEG TORONTO

either lie with the goods or the seller because it is hardly reasonable to suppose that if they and he are both alright dealers in all towns in all portions of the country will refuse to carry his line.

Take a glimpse at this phase of the situation. Scarcely a month passes but dozens of new towns come into existence through the prairie provinces, while the large number of dealers that enter the business annually is a source of constant surprise to those not aware of the rapid development of this country.

Under all conditions in the new territory the new is on an equal footing with the old manufacturer, or with the long established jobber, except in so far as actual test has proven the merit of the latters' product. In the process of time and as the quality and points of outstanding merit in the late comer's goods are recognized by the trade, he will gather a prestige that will enable him to get his goods introduced into the older districts and so ultimately he will work up a connection with the trade throughout the whole country.

To the reader it must be evident that the party who gave vent to the quoted utterance struck a snag of some sort or another which was almost effectual in reducing his blood to something not much thicker than water, or he succeeded in placing something that looks akin to a yellow streak along his spinal column.

Push Your Separator Business.

While it is true that the cream separator business should know no particular season, the fact remains that there is generally a greater demand during the months succeeding the passing of winter than at any other period of the year. Farmers appear to think that they can do without a separator, or get along with their old one, until the snow vanishes and they get their cattle out on the grass, and they are generally prepared to hearken to the separator agent when he approaches them in the spring.

During the past five years the cream separator business has progressed at an astonishing rate, and according to those in a position to know 1909 is going to prove a better year for the separator men than any that have yet preceded it.

A large portion of the ultimate results rests upon the shoulders of the dealers handling this line. (Again it may be added, every dealer should be a separator representative and carry a stock of these machines.) If the dealer does not push the goods as thoroughly and persistently as he is able, a reduction of volume is altogether likely to result. The different manufacturers and their representatives are expecting a banner year, and it is hoped that they will get it, and that each dealer will get his share of the business ensuring his bank account of a more generous contribution from the sale of separators than he has ever enjoyed in the past.

Prince Rupert, B.C.

In response to many enquiries from all parts of the world with regard to the new Pacific Coast terminus of the Grand Trunk Pacific Railway, Prince Rupert, a comprehensive and interesting pamphlet has been issued giving information respecting this great seaport of the Pacific. The land acquired by the railway company for this new city is 24,000 acres for the purpose of the townsite and the development of the port. The first subdivision of the townsite will cover an area of about 2,000 acres, and will be opened to the public and sold on or about May 1st, 1909. The publication contains a general plan of the new townsite, and a large interesting map of the North Pacific showing Princt Rupert Harbor and vicinity. Copies of this publication may be had for the asking by applying to A. E. Duff, 260 Portage Avenue, Winnipeg, Man.

Costs Nothing—Worth Something.

Advice has been received to the effect that the Forestry Branch of the Dominion Department of the Interior have issued a bulletin dealing with the matter of our national forest reserves. In concise form it gives the area of these reserves, what work is being done in conection with them and a lot of information that is interesting to residents of the three prairie provinces. Copies of this bulletin, which is from the pen of Inspector Knechtal, may be had upon application to the Superintendent of Forestry, Ottawa, Ont.

"The greatest smiler is the greatest healer."

Other Cream Separators Merely Discarded or Abandoned De Laval Inventions

It is interesting and instructive to know that nearly, if not quite, every cream separator that has ever been made, and certainly all that are being made at this time, are merely copies or imitations of some type of construction originally invented or developed by the De Laval Company, and either not used by it because of something more practical or else discarded and abandoned in the course of De Laval progress and utilization of later improvements.

As earlier patents have expired some of their features have one after another been taken up by different imitators, so that at all times, as is the case today, every separator made in the United States or elsewhere in the world, utilizes some type of construction originally owned and developed by the De Laval Company, though some of them have never been commercially used by the De Laval Company, because of their inferiority to other types of construction used by it.

All cream separator inventions by others have been of immaterial details or variations, upon which patents have been taken, if at all, more for the sake of the name than by reason of any real value or usefulness attaching to them.

But the De Laval Company has always been forging ahead, with its many years of experience and the best of experts and mechanics the whole world affords in its employ, so that before any expiring patent might permit the use of any feature of construction by imitators the De Laval Company had already gone so much beyond that type of construction that it was then old and out-of-date in the modern De Laval machines.

The first practical continuous flow centrifugal Cream Separator was the invention of Dr. Gustaf de Laval in 1878, the American patent application being filed July 31, 1879, and issuing as Letters Patent No. 247,804, October 4, 1881.

This was the original Cream Separator—of the "Hollow" or empty bowl type—and it has been followed from year to year by the various steps of cream separator improvement and development, all De Laval made or owned inventions, the American patent applications being filed and letters patent issued as follows:

The original hand Cream Separator of the "Bevel Gear" type; application filed October 2, 1886, issuing as Letters patent No. 356,990 February 1, 1887.

The original hand Cream Separator of the "Spur Gear" type; application filed January 17, 1887, issuing as Letters patent No. 368,328 August 16, 1887.

The original Steam Turbine-driven Cream Separator; application filed December 8, 1886, issuing as Letters Patent No. 379,690 March 20, 1888.

The original "Tubular" shaped "hollow" bowl Cream Separator; application filed April 19, 1886, issuing as Letters Patent No. 372,788 November 8, 1887.

The original "Disc" bowl Cream Separator; application filed May 12, 1890, issuing as Letters Patent No. 432,719 July 22, 1890.

The original vertical "Blade" Cream Separator bowl, covered likewise by the application filed May 12, 1890, issuing as Letters Patent No. 432,719 July 22, 1890.

The original "Bottom Feed" Cream Separator bowl; application filed July 24, 1889, issuing as Letters Patent No. 445,066 January 20, 1891.

The original series of "Star" or "Pineapple Cone" shaped cylinders Cream Separator bowl; application filed August 24, 1893, issuing as Letters Patent No. 521,722 June 19, 1894.

The original "Curved" or "Converging Disc" type of Cream Separator bowl; application filed January 18, 1905, issuing as Letters Patent No. 892,999 July 14, 1908.

The original "Split Wing" Tubular Shaft Cream Separator bowl; application filed April 29, 1898, issuing as Letters Patent No. 640,358 January 2, 1900—which invention, with a number of later improvements, is the type of bowl construction used in the De Laval machines of to-day, still covered by protecting patents which prevent its appropriation by would-be competitors.

The patents thus enumerated are but a few of the more important of the more than 500 original Cream Separator patents owned, controlled and developed by the De Laval Separator Company during its thirty years of creation and development of the Cream Separator industry throughout the world. They are recited because they show in the most illustrative and conclusive manner possible De Laval originality and leadership from 1878 to the present day.

In addition to these patent-protected features, the De Laval machines have within two years been mechanically re-designed and reconstructed in every part, from top to bottom, so that the new 1908-1909 line of De Laval machines are to-day, even more than at any past period, fully ten years in advance of any other cream separator made. These are the Rock-of-Gibraltar like facts against which the mere "word claims" of would-be competitors fade away like the mists of night before the rays of the morning sun.

THE DE LAVAL SEPARATOR CO.

WINNIPEG

Montreal **Vancouver**

Membership in a Live Association Pays Dealer Big Dividends.

By W. C. MANGOLD, At a Dealers' Convention in Southern Illinois.

When you mention the word "investment" before the average gathering of business men, they immediately "sit up and take notice," especially if the particular investment is guaranteed to be a good one.

You know there are all kinds of investments—some are good, some are bad, and some are worse.

In quality, investments vary from government bonds, which only bear from 2 to 3 per cent to get-rich-quick propositions which earn from 15 to 25 per cent., and usually end in the investor losing both interest and principal.

The investment of which I wish to speak is as safe as government bonds and may earn 50, 100, or 500 per cent., depending altogether on the investor.

Your membership in this association is the investment, and the good which may be derived from it are the earnings.

There are so many reasons why all retail dealers should belong to the association to which their business is closest allied but I can only mention a few of what seem to me to be the most important.

I do not wish to be classed as a pessimist, nor a calamity howler; but it seems to me that the average retailer needs overhauling. You know when a feather bed gets lumpy, dirty and out of sorts, the good house wife has it renovated. I think the implement dealers need renovating.

I noticed some figures not long since which have set me thinking. An article said that over 80 per cent of all business ventures failed and that 95 per cent. of all implement dealers were failures. Now, to fail, and a failure, are two different things. To put it in a few words, to fail means that the sheriff gets you. But a failure may stay in business until death or old age gets him, and be a failure all the while.

The implement dealers along with those in some other lines of trade are between the devil and the deep sea. The manufacturer and jobber being one of the extremes mentioned, and the farmer the other. Just which is devil and which is deep sea I will leave you to judge.

Suppose we appoint ourselves as consulting physicians and diagnose this patient's case thoroughly.

Put on your glasses, get your forceps, and we will gather round this patient's bedside and see what his troubles are. Here, doctors, I want to call your attention to this lump on his side; it has a long Latin name which we are not all familiar with, but we will only use the plain English term which is junk. That means second hand buggies, plows, drills, or tools of any kind. Will it kill the patient? No, but it will cripple him for life.

I see one of the other doctors has found something. Let's see what it is.

This is a sort of growth on the patient, called small profits. Will it kill him? No, not an ordinary case, but if complicated with other troubles, it will get him sure.

But here on the back of his head is something pretty bad, in fact it is growing all the time; this is known to us as long credits. This is a serious disease, and by itself has been known to cause death in a few years. It is a disease which is very common among implement dealers and seems to be contagious. At any rate, the number of known cases does not seem to grow any less.

And here is another trouble, it is between the patient's shoulder blades, where he cannot see it, and the strange thing about this disease is, the patient always thinks he is perfectly well and that his neighbor is the one who is sick. Or, if he will admit that he is afflicted, he will swear that his neighbor has a case ten times worse than his, and strange to say, will insist that you cure the neighbor first and that he will get well later. This disease is price-cutting, and is a bad one.

With all these diseases, and many more do you wonder that 95 per cent. of these patients die?

When you go to purchase a new suit of clothes do you take your old suit along and trade it in?

When you purchase $10 worth of groceries do you get a year's time on the account?

When time comes to reinsure your building, do you go from agent to agent, telling them that the other fellow has cut the price, and by this means get your premium reduced 20 per cent? Do you find the physicians running around cutting prices so that your doctor's bill is only half what you had thought it would be?

Now, what makes the whole proposition serious is the fact that both the forces previously mentioned are organized while the dealers are not.

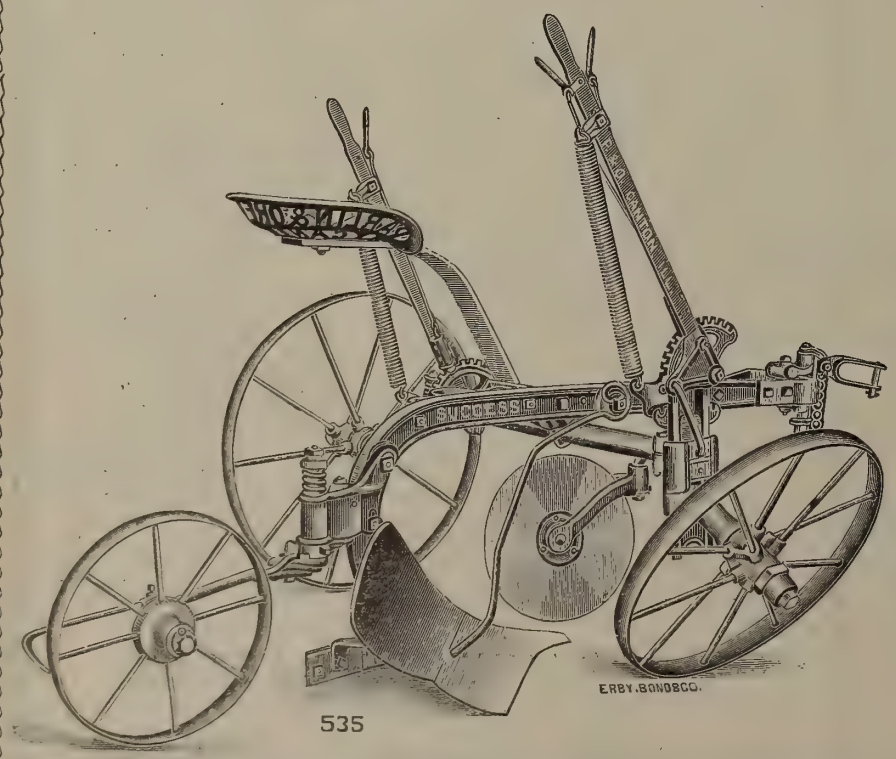
Do you know that our manufacturing friends who sell us plows, harrows, mowers, binders, buggies, wagons, or what not, make more profit than we do who sell these same articles to the consumer? I know of a prominent jobbing firm which makes $1 per disk. We are "Johnny on the spot" with the cash when the account is due, while in return for the same goods which we sell we get some cash at time of sale, some in six months, some in twelve and some we never get.

Did you ever notice that when one manufacturer advances they all advance?

We have received notices of a ten per cent. advance on wagons to take place May 1. Has only one factory advanced? No, all the factories will advance on the same date. This is all the result of organization. When one wagon factory happens to have a lot of material on hand, bought when that same material was low, does that factory hurry out its travelers to let the dealers know that it has not advanced prices? No, it acts sensibly and takes the extra profit, and is wise in doing so. They are organized.

On the other hand, did you ever happen to know some retailer who, some year when twine was low, had a lot left on his hands until

P & O CANTON PLOWS



535

A simple, easily operated, light draft, frameless Plow which has proved a decided

"Success"

from the time the first one was built several years ago.

Has
- Adjustable front axle
- Adjustable rear wheel attachment
- Dust proof removable wheel boxes
- Wide range of adjustment on hitch
- THE BEST BOTTOMS MADE.

PARLIN & ORENDORFF CANADIAN PLOW CO.

WINNIPEG REGINA CALGARY

the next year, while his competitor cleaned up, that instead of taking the extra profit which was his owing to the next year's advance, went out and undersold the others and tickled himself into believing that he was a wise merchant? This same story will apply to many other cases by changing the word twine to wagons, bale ties, or something else. The manufacturer is wise while often the retailer is foolish. The manufacturer is well organized, while most of the dealers are not.

The farmers, likewise, are organizing. They come to us four or five together for prices of drills, wagons, or other implements or vehicles and ask for a cut price and usually get it. They appoint a committee to secure a lump price on twine, bale ties, barbed wire, or some other article. They are meeting all over the country, in school houses, churches, town halls and at their homes and organizing against you and me.

With the source of our supply and the source of our output organized, what should we do? We should see that we are the best organized of all. Some may say, that can never be. Well, that depends on ourselves. It may take time, but it can be done. Others say that we are already organized. So we are, but not strong enough. When we are so strong as to eliminate all the obstacles which I have mentioned, and many more, then we will be strong enough and not before.

Something is radically wrong when 95 per cent. of those engaged in any line of business are failures. That a well organized association would right most of these wrongs I am very certain. I, however, would rather see twenty-five towns represented, with every dealer in those twenty-five towns a member, than to see every town in the district represented by only one dealer from each town.

I have mentioned wrongs in the implement business, now I want to suggest the remedy. Make this dealers' association a school of instruction, in which the tuition fee is only yearly dues, and it will be the best school you ever attended. In this school we can be both teacher and pupil. Learn something from your fellow members, and in return teach some other members something. Secure new members, but work hardest to secure your competitors, both in your own and neighboring towns. Encourage at all times a friendly feeling with your closest competitor. Do you suppose John Deere, if he were living, would pass by Martin Kingman, if he were living, without speaking? When the right kind of feeling exists between fellow dealers then the bad conditions will begin to disappear.

Be ready at all times to meet a competitor half way, and then some more if necessary. Be on good enough terms that, if some customer says he can buy a disc harrow from the other fellow for $5 less than your price, you can quietly use the telephone to prove or disprove the assertion. You will usually find that the customer is trying to work you.

Meet your association every year, always be enthusiastic, profit by what you hear, and let the balance of us profit by your experience. There, I mentioned the word profit again. Do you ever think that that word covers all we are in the business for? Profit, not only in dollars and cents, but profit which comes from having a good name in your community as a business man and a citizen.

Be fair to customers, also to competitors. Work to eliminate from your business such lines as do not bear a fair profit, or better still get those lines on a profit making basis even if you have to make friendly visits to your competitors to do so. Most of us sell staple goods too cheaply. Why should a dealer make 40 per cent. on a buggy sale and sell twine on 5 per cent. profit? I have nothing to say about the buggy sale but the twine sale makes me weary.

When you are spending your spare moments devising ways and means to kill off some competitor don't forget to prepare for your own funeral, as both are apt to occur about the same time.

And finally, just before you are ready to cut the price on some article, or hand your brother dealer a hard jolt in some other way, just remember that old, old rule, "do unto others as you would be done by."

Stand up for your goods and talk quality and don't let price be the only argument to make a sale.

TRAVELLERS WANTED

Two first-class travellers wanted to handle windmills and gasoline engines.

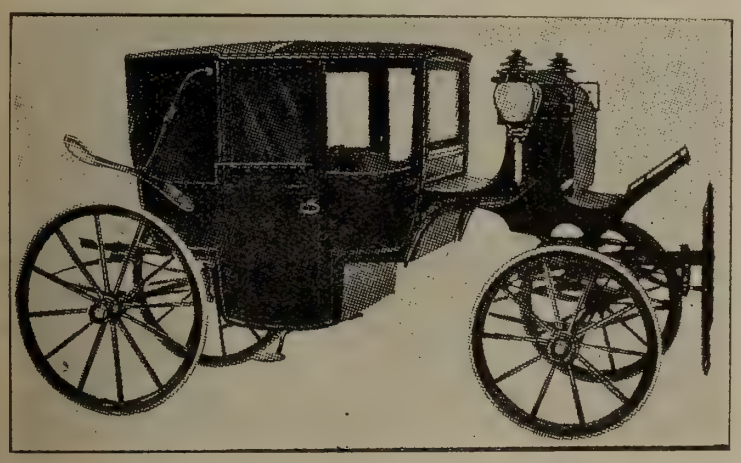
Good salary to right men.

Manitoba Windmill and Pump Co., Ltd.

Box 301 **Brandon, Man.**

THINGS ARE COMING OUR WAY

Orders for GREER VEHICLES are crowding our Shipping Department. If you want the line that will make you "good" money, that will give your customers the best satisfaction and that will build up your business—GET THE GREER AGENCY.



Surpassing quality and splendid finish have made **GREER LANDAUS, HEARSES, AMBULANCES AND UNDERTAKERS' WAGONS the Standard for Canada.**

We can supply you with rebuilt hearses. A number constantly on hand.

If you investigate our buggy proposition we know that you will accept no other. If sales and profits are what you want, our line assures you these. Greer Buggies and Carriages are conceded to be the leaders in quality and values.

Let us prove it to you. Write to-day—

A. B. GREER, Manufacturer, LONDON, ONT.

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ONE OF THE

Flying Dutchman Implements

THAT WILL INCREASE YOUR PROFITS

SUCCESS

HARROW CART

Fits any Harrow. Will not tip over on a side hill, and works perfectly on any kind of ground. Wheels are of good height with broad tires. Is connected very close to the Harrow so that there is very little additional draft. The driver is up away from the dust and can control his team perfectly. It is neat, strong and durable. Weighs only eighty-five pounds.

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Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

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WINNIPEG, CANADA.

APRIL, 1909

Delaying Orders a Costly Practice.

Trade conditions, so far as the shipping of lines for spring work would indicate, remind one of the palmy days of 1906, and there are none who doubt but that the Western commercial world is commencing to gain, to some considerable degree at least, its former buoyancy.

Now, as then, however, dealers in all parts of the country are deluging the wholesale trade with queries as to why the goods ordered have not been delivered or as to the cause of delay. As of yore the jobbers and manufacturers are paying a good deal more attention to the getting of the goods out than to the mass of correspondence, telegrams, and telephone calls which arrive daily.

To the observer watching conditions it is apparent, and becomes obviously more so each year, that the dealer who places his orders away early in the season is the one who is always ahead of the game when the time for delivery comes. Beyond this the observer will speedily realize that the business of the dealer with the wholesale interests has passed that stage where the latter could supply their customers on very short notice. It is utterly impossible for jobbers or manufacturers to either do justice to the purchaser or themselves when the buyer leaves the placing of his order until the eleventh hour.

It is incumbent on the whole retail trade to take cognizance of the immense increase that is taking place in their ranks annually. Having given the matter thought it will be realized that the new beginners will be large purchasers, and all this in the face of the fact that there is no increase to speak of in the ranks of the jobbers and manufacturers. The country is too big for dealers to expect that their order will be forwarded as soon as it is placed, and especially so in the case of those who hang back until the very last moment before sending in their requirements. With the wholesale interests the rule has come to be, "First come, first served."

Many dealers will profit this year by having booked their wants early in the ordering season. Others will be standing round cussing their jobbers for failure to get their shipments forwarded. Every fair-minded dealer will grasp the problem from the jobbers' point of view and will soon come to the conclusion that condemnation under such circumstances is not justifiable, and it is not.

All the local jobbers report a splendid demand for all lines for spring delivery, and there is every indication that, with like conditions throughout the whole year, 1909 will be the greatest year in the history of the implement, machinery and vehicle trade in Western Canada.

Our Crop Report.

Delving among statistics is not, and never has been, a favorite occupation of the greater proportion of the human race. To most people it is a tiresome undertaking and few indulge it save when anxious to get at the result of something in which they are particularly concerned. Despite the tendency there is in all of us to sidetrack whatever duty is imposed on us in this connection, there is nothing which so cogently or clearly demonstrates the progress a country is making as figures.

In this issue will be found a report of the complete returns of the 1908 grain crop of Western Canada, with other details of interest and value to every man interested in our development. We have made this compilation after considerable difficulty, and submit it to our readers as the most comprehensive record of the crop of last year that has been given to the public up to this date. The table accompanying the report should prove of general import to all the trade, embracing the manufacturers and jobbers as essentially as the dealers.

"Help One Another."

In the letter of ex-Saskatchewan Dealer, which appears in this issue, there is a suggestion that the publishers of Canadian Farm Implements are very pleased to adopt and for which they thank their correspondent.

The suggestion is to the effect that we invite dealers to forward us descriptions of what, in their opinion, forms the most desirable type of warehouse for the man retailing implements, machinery and vehicles. We will be pleased to give such letters full publicity in our columns in the hope that they will be of value to our readers, especially to the new beginners and to those contempating the construction of new warehouses.

Not only would we like to have those who write give us the specifications and general details for the construction of an up-to-date warehouse, but we would be glad to have them send us their reason for the special form of construction which they advocate. We know our readers will appreciate the importance of such.

If you have a warehouse which fully meets your requirements send us a description of it; a photograph if possible, and full information including it size, number of storeys, material used in construction, form of office and show-room, and so forth. It may help a brother dealer to avoid mistakes that he might otherwise make in the erection of a structure he is contemplating. It may result in your getting suggestions from "the other fellow" that will help to make your warehouse more convenient and give you greater facilities for looking after the wants of your customers. In the general interchange of ideas the whole retail trade is bound to benefit.

Canadian Farm Implements is striving with might and main to make your business a greater success. Will you lend us your aid in helping others to get the most out of their efforts? Co-operate with us in making the description of warehouses a feature of our publication during the next few months.

West Wants Representation.

The appointment of a successor to the position on the Board of Railway Commissioners, made vacant by the death of the Hon. Thomas Greenway, hangs fire. Several members of the Opposition in the Dominion House have endeavored to get the ministry cornered in respect to who is to be the recipient of the appointment, but without avail. The Minister of Railways flatly refused to take any action in the matter until the return of the Railway Commission from its tour through the West, when he would go into the matter with the chairman of the Board.

According to various rumors afloat there are several candidates for this particular plum. It is to be hoped, however, that in the disposition of it those making the selection will choose a Western man, and preferably a Western business man. This side of the Great Lakes, where the transportation problem is more vital than in the East, is entitled to representation on the Board, and we believe that a man from the prairie provinces should be the appointee.

As to the qualifications of such a man all are anxious that those making the selection will realise their responsibility. The ability of the candidate to fill the requirements should be the first and main consideration. Chairman Maybee made a splendid impression among Western business men. May the Government be equally fortunate in choosing a successor to the late Hon. Mr. Greenway.

A Thought Starter

Prominently hung in a conspicuous place in a live implement dealer's warehouse is a little sign that has been a considerable help to the owner in the matter of his collections. On this little sign appear the words: "Man is made of dust. Dust always settles. Are you a man?" Pretty pertinent, eh?

An Honor Conferred.

Those who carefully read the report of the deliberations of the Interprovincial Retail Implement Dealers' Association, which appeared in our March issue, undoubtedly noticed that Canadian Farm Implements was appointed the official organ of that body. This honor, which is all the more prized because it came without solicitation, is duly appreciated.

We have realized ever since we commenced publication that the most important service a trade paper can render its patrons is such that will result in making the implement and vehicle business better, morally as well as financially, for those engaged in it.

Contemplating the problems that confronted the local dealer we long ago reached the conclusion that if his condition was to be benefitted the improvement could only be brought about through thorough organization.

In the course of our existence we have never departed from that view, nor have we let slip any of the principles that proved to us the necessity for an association of machinery and vehicle retailers. Our columns were ever at the disposal of correspondents who desired to discuss the matter, while "many a time and oft," we raised our editorial voice on the subject.

To make the implement business a more profitable and pleasant avocation for the dealers is the aim and object of the Interprovincial Retail Implement Dealers' Association, and in their efforts to that end we are with them hand in glove.

Canadian Farm Implements appreciates the position of official journal of the association, and sincerely thanks the organization for the endorsation of the work already performed. We are aware that the honor was conferred because of the duty done in striving to promote such an organization. It was not conferred, and we know it, for the purpose of influencing any future policy on our part. Such was, and is, unnecessary because both the object of the association and our own object are identical. As in the past so in the future . . . our hope is to serve the whole trade, and, furthermore, nothing can muzzle our utterances on any matter in the best interests of those we are seeking to serve.

Two New Plates.

The American-Abell Engine & Thresher Co. are distributing a couple of very handsome colored plates, of their "Cock o' the North" engine and Toronto combination separator. The plates are printed in three colors and serve to bring out every detail of exterior construction. The management of the company state that the prospects for business in 1909 are the brightest possible and they are looking for a big trade this year.

The Standardization of Rates.

It was expected that when the Board of Railway Commissioners stopped over in Winnipeg on their way East the matter of the standardization of freight tariffs would be taken up. However, owing to the inability of the railway representatives to get their case in the necessary shape for presentation at the time, Chairman Maybee decided to leave the matter in abeyance until later on, with the suggestion that the interests affected endeavor to arrange with the railway companies a schedule of rates that would be mutually satisfactory to both sides. It is rumored that the Commission will be back here sometime in June when the whole matter will be fully discussed and a decision reached.

Immigration Returns For 1908.

Despite the unfavorable conditions that prevailed during 1908 Canada demonstrated her ability to attract settlers. According to the statistics recently issued by the Dominion Department of Immigration 148,700 new settlers came into this country during the year ending December 31st. Of this number 57,124, or almost 39 per cent. were from Uncle Sam's domain, and they are estimated to have brought in money and effects the the value of over $52,000,000. To the Canadian, interested in the development of his country, it is gratifying to note the large number of citizens who are crossing the border. It was not always thus. Surely, surely, Canada is coming into her own. The immigration prospects for 1909, according to the agents of the Dominion Government, are exceptionally bright. A large influx of settlers from across the line is expected.

MR. L. J. HAUG
Manager, Calgary Branch, Haug Bros. & Nellermoe

New Branch at Calgary.

Haug Bros. & Nellermoe Co., of this city, having reached the conclusion that expansion is necessary if their large and growing trade throughout the West is to be adequately served, have opened up a branch house at Calgary, Alta., with Mr. L. J. Haug in charge, and will carry a full line of their machines and repairs there in future. The company have also made a contract with Dobbins & Co.. of Lethbridge, Alta., to carry a stock of their various lines and to act as transfer agents for them at that point.

Mr. L. J. Haug, who has been appointed as manager of the new branch, has been connected with the organization since its formation, occupying the position of secretary-treasurer, which he will continue to hold. He left for McLeod and Calgary the latter end of March to assume his new duties.

Will Prove a Myth.

Reports have appeared in the daily press to the effect that an implement famine is likely to prevail in Western Canada this spring. Every man associated with the trade is aware, and has been so for some time, that the demand for goods is greater than anticipated Rush orders for extra shipments have been forwarded to almost all the factories, and the makers are getting out more lines than they originally estimated. The prediction that many will suffer through failure to get goods will prove a myth.

Personals.

Churchbridge, Sask., has a new dealer in the person of Mr. A. Livingstone.

Wright & Long have started handling implements and vehicles at Battleford, Sask.

Mr. J. F. Jordon has commenced carriage making at Hamiota, Man.

Arvill & Anderson have started an implement and vehicle establishment at Nanton, Alta.

Mr. G. P. Dawson has commerced the handling of agricultural machinery and vehicles at Harris, Sask.

Mr. J. Chermack has succeeded to the implement and vehicle business of Miller & Gimmer, at Langenburg, Sask.

The business of Crear & Buchanan, at Basswood, Man., a short time ago passed into possession of Mr. James Maybury.

The Wallace Implement Co is the name of the concern that recently succeeded to the business of W. M. Jamieson, at High River, Alta.

Mr. W. M. Ryan, who has been engaged in the implement and vehicle business at Waskada, Man., for many years, recently sold out to Mr. G. Sankey.

Mr. John Munro, dealer of Cartwright, Man., was in the city for several days during March, calling on different members of the jobbing trade.

Mr. H. P. Hansen, joint manager of the Empire Cream Separator Co., just returned to his office a few days ago after a trip West in the interests of his company.

The firm of Kidd & Clements recently bought out the business formerly conducted by R. N. Carrick, at Rocanville, Sask. Mr. Carrick will continue in charge for the new owners.

Advice has been received that the firm of Fetterly & Phillips, of Fort Saskatchewan, Alta., which was recently dissolved has been reorganized under the name of Fetterly & Congdon.

The partnership existing between Pillsbury & Marshall, implement dealers, at Bruno, Sask., has been dissolved. It has been learned that H. S. Pillsbury will continue.

Mr. R. G. Robinson has been appointed travelling representative of the American-Abell Engine & Thresher Co., in southern Alberta. He will have his headquarters at Calgary, Alta.

Mr. John Calver is the name of the new dealer at Tuxford, Alta.

Highet & Short have commenced selling implements and vehicles at Cardale, Man.

Mr. Geo. Jones has taken over the implement interests of Mr. J. Murray of Elm Creek, Man.

Mr. Geo. Manderson has opened up in the implement and vehicle business at Hawarden, Sask.

Mr. M. A. Lindbloom has opened an implement and hardware establishment at Waldon, Sask.

Mr. A. P. Backlund has commenced selling implements and hardware at Mozart, Sask.

Mr. A. Benjamin is reported to nave succeeded Crane Bros., at Carlyle, Sask.

Mr. Henry Ritz, of Gretna, Man., recently took over the stock carried by Klassen & Bros.

A new partnership recently commenced selling implements and vehicles at Tuxford, Sask. The name is Landrabb & Rowan.

Mr. Geo. Gorie has succeeded to the implement and vehicle business formerly carried on by Gorie & Wilson, Treherne, Man.

G. M. Harris & Co., of Wauchope, Sask., are understood to have taken over the implement business of Maurice Quesnelle.

C. H. Cracknell has succeeded to the implement business of Cracknell & Morrison, at Windthorst, Sask.

A report has been received that Myers & Siddon, dealers at Didsbury, Alta., sold out a short time ago. Up to this date we have not been able to verify the report.

Mr. T. H. Wilkinson, who recently commenced in the implement business at Wawanesa, Man., took over the stock of implements and vehicles carried by Mr. Geo. McCluskey.

Mr. E. W. Dailey is the name of the new dealer who recently commenced pushing for a share of the implement and vehicle business in the neighborhood of Aberdeen, Sask.

We have a report to hand stating that McDonnagh & Larson have commenced in the implement and vehicle business at Eyebrow, Sask.

At Hanley, Sask., a new concern has recently opened up in the implement business. They will operate under the name of Schner & Lee.

We have the report that Mr. J. J. Rix, who has been engaged in the implement business at Wetaskiwin, Alta., for a number of years, has sold out. We have been unable to learn, however, who bought this business.

F. H. Borgen & Co. has succeeded to the business formerly operated under the name of Borgen Bros., at Weyburn, Sask.

Mr. R. J. Armstrong, the well-known farm machine and carriage dealer, of Saskatoon, recently opened a branch at Zealandia, Sask.

Mr. Bradford Brinton, secretary-treasurer and sales manager of the Grand Detour Plow Co., of Dixon, Ill., was in Winnipeg during March for the purpose of looking into conditions affecting trade in this territory. He was greatly surprised at the size and development of Winnipeg, and returned home with a much better conception of the progress and enterprise of our people than he previously entertained.

Mr. E. Ellwood, joint manager of the Empire Cream Separator Co., recently returned to the city from a trip through the West. He reports bright prospects for the sale of his line during the coming year.

A report has been received to the effect that the Pioneer Lumber & Implement Co., Moose Jaw, Sask., have disposed of their lumber interests and will in future devote their energies to the sale of implements and vehicles exclusively.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently visited Regina on business connected with the interests of his company.

Mr. L. Hartshorne, manager of the American-Abell Engine and Thresher Co., recently left on a trip to Edmonton, Calgary, Regina and one or two other points in the West.

Dr. David Drehmer, assistant manager of the John Deere Plow Co., here, recently left on a trip through Eastern Canada and the middle States, while away he will visit Brockville, Aurora, Markham, and Toronto in Ontario, and Chicago, Moline and the Twin Cities over the border. It is his first trip to the homes of Eastern Canadian factories from which his company buy many of their lines. He will be absent about a fortnight or so.

Our good friend Mr. A. L. Steele, of J. R. and A. L. Steele, of the implement and vehicle firm of La Vallee, Ont., again paid us a visit during March. Mr.

BINDER TWINE FOR 1909

The Famous (Circle G.)

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Pure Manila - 650 ft.
Manila - - - 600 ft.
Standard Manila - 550 ft.
Standard - - 500 ft.

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The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply

HEDLEY & BELL

Western Representatives

BRANDON, Man.

Steele reported splendid conditions down in the neck of the woods, and while lumbering contracts were scarcer last fall than usual, a large number of logs, ties, and telegraph poles were turned out. Speaking of the development of farming in that country he stated that it was going forward slowly but surely. Whereas five years ago clearances were not larger than 10 acres there are now many farms of cleared land of seventy-five acres and more. Mr. Steele is enthusiastic concerning the possibilities of the country, both with respect to farming and lumbering.

Mr. A. F. Griffin is the name of a new dealer at Griffin, Sask.

Another new beginner in the retail implement trade is Mr. T. A. Hart, of Leslie, Sask.

Mr. James R. Hepburn is a dealer who recently commenced at Loreburn, Sask.

McMillan & McDonald have opened an implement establishment at Eyebrow, Sask.

Mr. J. L. Pender is reported to have started selling implements, vehicles, etc., at Stockton, Man.,

Mr. J. E. Brown has started selling implements and vehicles at Spy Hill, Sask.

Last month we made note that Hackney & Tunnah were located at Dauphin. Our pen lied. We meant Rosthern, Sask.

J. H. Peters & Co. is the name of a new concern in the farm machinery, wagon and carriage business at Dalmeny, Sask.

Mr. O. A. Wooley is reported to have commenced in the farm machinery and vehicle business at Magrath, Alta.

Mooney Bros. have opened up a new establishment for selling implements, wagons, buggies, etc., at Zealandia, Sask.

It is said that Mr. H. J. Archibald, who has been engaged in selling implements and vehicles at Elva, Man., for a number of years, is retiring from the business.

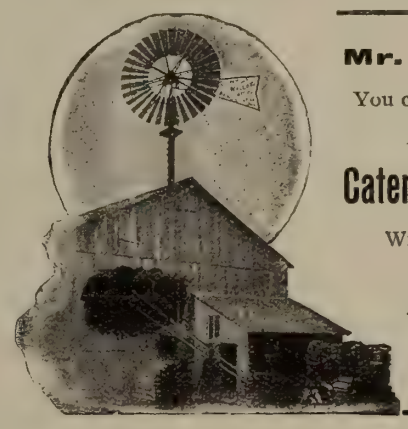
In our March issue it was stated that Mr. G. G. Smith, of Elkhorn, Man., had disposed of his business. Somehow or other our correspondent got twisted. Mr. Smith has no intention of quitting a good thing. He will still be found seeking trade in the Elkhorn district.

Mr. T. P. Bell, manager of the Robert Bell Engine & Thresher Co. visited Saskatoon about the end of March. Mr. Bell informed us that the thresher business showed a magnificent improvement in comparison with last year. "The month of February," he said, "was the best month we ever had since coming West."

Mr. W. Jones, manager of Canadian Sales for the International Harvester Co., with headquarters in Chicago, was through the West recently on a visit to the general agents of his company in this territory. He so arranged his itinerary as to take in the big Winter Fair at Brandon.

Mr. Wm. Antliff, manager of the Melotte Cream Separator Co., here recently visited Brandon. From there he took a trip through south-western Manitoba and south-eastern Saskatchewan. He is looking for a large increase in the sale of Melotte separators and their other lines during the present year.

The baseball fans of the wholesale implement trade in Winnipeg as well as of the retail men of the West, and there are a considerable number of them, have already commenced to speculate on the possibilities of the coming season. Now that a Western Canadian league has been formed everybody is taking greater interest than heretofore. It is to be hoped that a good brand of baseball will be delivered and that the people of the different towns holding franchises will turn out in right royal support. Unless the latter results the promoters of the Western Canadian Baseball League



Mr. DEALER

You can't **Fool The Farmers**

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Cater's Pumps and Star Windmills

Write for Special Offer on Pumps and Windmills for Spring Trade.

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Brandon Pump and Windmill Works,

Brandon, Man.

Isn't the Line that Sells the Line to Buy?

A Tudhope Anderson & Co. Agency insures you

The Famous Emerson Line of Farm Implements, Including Disc and Moldboard Engine Plows ; Gang, Sulky, and Walking Plows ; Lever and Disc Harrows and Harrow Carts.

The Fine-Grade Vehicle Line made by the TUDHOPE CARRIAGE CO., of Orillia, Ont., embracing their Buggies, Road Wagons, Phaetons, Surreys, Democrats, Carts, &c. They have the best reputation in Canada for style, finish and durability.

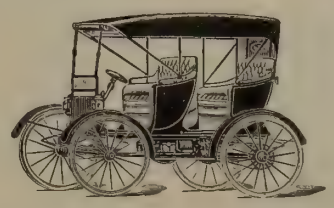
The Hilborn Line of Combination Plows, Pulverizers, wood and steel Harrows, Cultivators, &c.

The Original Fish Farm Wagon, made by the Fish Bros. Wagon Co., Racine, Wis.

The Tudhope and the Hamburg-American Farm Wagons. The Best Canadian Wagons built.

The Tudhope-McIntyre Auto-Buggy. Goes Anywhere. Sells Everywhere.

THE BEST
HIGH-WHEELED, LOW-PRICED HORSELESS
VEHICLE IN THE WORLD



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Grain Grinders ***Road Graders*** ***Stump Pullers***

We can fill Sorting Orders at the Right Price—Without Delay

TUDHOPE, ANDERSON & CO., LIMITED

WINNIPEG ***REGINA*** ***CALGARY***

are likely to get a nasty bump, and that before three months of the season has transpired; and nobody, let alone an enthusiastic fan, wants to see that happen.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., has just returned from a trip to Minneapolis and St. Paul. He reports trade conditions equally active there as here. At the plant of the Stickney Co., whose gasoline engines his company handle in this territory, he found the order department literally swamped. This concern states that orders are away ahead and that prospects for a good vear were never better. On visiting the Kinnard-Haines Co., whose farm tractions are handled by the Ontario people here, he found them working double shift in an effort to keep up with the demand for their goods. Like conditions prevailed at the factory of the Waterous Engine Works Co., whose railroad pumps are handled by his company. Speaking of business here Mr. Reid said it was more than coming up to his expectations.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., is back from a month's holiday trip to points down in the tourist country of the southwestern States.

Mr. Percy Anderson of Joseph Man & Co. left early in April for a trip to points in Alberta.

Mr. John Turnbull, Assistant Manager of the Sawyer & Massey Co., reached home the beginning of April from a trip West in the interests of his company. Mr. Turnbull reports bright prospects for a profitable business year.

The Waterous Engine Works Co., of this city, recently shipped one of their gasoline fire engines, with the usual equipment, to the town of Asquith, Sask.

Mr. W. J. Hall, of Wm. Gray & Sons Co., returned to his desk about the 1st of April from a ten days' trip through North-Western Manitoba. While out he visited Yorkton and many other places in that territory.

Selling Twine Short.

This is the time of the year when the hustlers in the retail implement trade are overlooking no opportunity to obtain orders for twine. If their canvassers are not out soliciting orders for twine along with other goods they at least try to interest every farmer who visits their establishments and secure his order for the amount of string he probably will need, says Farm Implement News. Last week we were told how a dealer who held a spring opening in February sold twine on that occasion to nearly every caller.

The timid dealer answers that kind of talk by saying that in order to sell one must buy and he is afraid to contract for his supply at this time. If there should be a break in the market later he would not get the benefit of it. No disputing that, but it is possible for a dealer to sell twine before he buys it. He knows the price—that is, if he is energetic enough to keep posted. What is to prevent him from taking all the orders he can get at a sufficient advance over the prevailing wholesale price? "Selling twine short" is what they call it. Don't get these words transposed. We didn't say "selling short twine."

Selling twine short and covering requirements later is practiced by many dealers. They begin taking orders as soon as their trade paper tells them the wholesale price. When their sales reach an amount sufficient to make a fair-sized order they place the order with a manufacturer or jobber. If the price advances they are protected on what they have bought, if it declines they may be called upon in a few cases to reduce the price on advance orders, but there is no probability of a reduction in the wholesale price this year sufficient to make that a serious matter, provided the margin is as large as it ought to be in the first place. That's a point one must be sure of when he sells twine short and it's a point he ought to be sure of if he buys first.

Saskatoon.

The City Council has granted permission for the laying of spur tracks from the C.P.R. commercial line across Twenty-Second Street to the proposed new warehouse of the International Harvester Co. They have also permitted the C.N.R. to run spur tracks across the lane behind the warehouse. Considerable excitement took place in the Council when these motions were under consideration. The International Harvester Co. have the plans and specifications in the hands of the contractors for a basement 85 x 135 feet. Tenders will be accepted at once. When entirely completed the proposed building will be four storeys and a basement in size, and will be of either brick or reinforced concrete.

The new C.N.R. freight shed is well under way, and will be of great value to the shipping public as well as to the owners. When the building is completed local shipments will receive the prompt attention which they deserve. The company have been greatly handicapped in the past through lack of necessary accommodation to take care of their increasing locals. It is the intention of this company to commence the erection of their new depot here in a very short time. It will be located opposite the Post Office, and, from the plans, will be a large and beautiful building.

A well-known real estate company recently took a train load of settlers to the Tramping Lake district, just south of Scott.

Large numbers of cars of settler's effects are continually passing through here on the various lines.

Saskatoon poultry fanciers made a splendid showing at the Regina show, capturing a total of twenty-one prizes.

Business in implements, machinery and vehicles is all to the good.

Edmonton.

Mr. Jas. Miles, of Innisfree, Alta., has sold out his business to Mr. Geo. East.

Business for Spring lines is keeping all the local houses working right up to the limit. Every indication assures a splendid year.

Mr. A. E. Counsell, of Regina, Sask., who represents the Geiser Mfg. Co., makers of threshing machinery, was here in the interests of his company a short time ago.

Mr. O. P. Wisler, of Stettler, Alta., is erecting a building to be used as an implement warehouse and office, on his property adjoining theMerchants' Bank building.

Mr. J. A. Gehm, who recently entered the employ of the M. Rumely Co., of Winnipeg, was here on a business trip the latter end of March.

Mr. George Imeson, of Stony Plain, Alta., was in the capital on business a week or so ago. He reports a good winter trade with splendid prospects for spring.

Success Begets Success.

Mr. C. W. Davison, representative of the Kramer Co., in Manitoba, makers of the Kramer Rotary Harrow for attachment to gang and sulky plows, and Tudhope, Anderson & Co., who handle this labor saver for Saskatchewan and Alberta, both report a big demand for this season. In a letter from the makers they state in addition to the large number of these machines used last season over two thousand new ones will be put to work as soon as the Canadian farmers get on to the land. Speaking of business on their own side of the line their letter states that orders are coming in in large numbers from all parts of the country and they expect the greatest volume of business during 1909 that they have ever turned out.

Machinery of the Highest Class

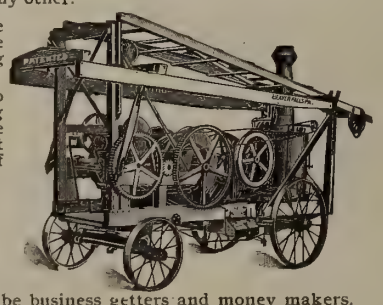
Backed up by an old established firm, is what wide awake dealers want and what we can supply.

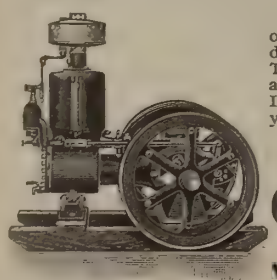
Our new model Power and Pumping Windmill is the latest and **best** on the market, built specially for our Western trade.

The demand for our **new style Stickney Gasolene Engine** is **unprecedented**, it is winning everywhere — why — because it is the simplest and best all round engine for the farmer and has more good talking and selling points than any other.

Our line of Well Drilling Machinery is the largest and most complete of any firm in the West, consisting of Rock Drills, Hydraulic Jetting Drills and Boring Machines.

Our Aylmer line of Scales of all kinds, also Anderson Double Acting and Single Acting Pumps and Toronto Wood, Iron and Double Acting Gusher Pumps, will give you the most complete line and secure you the Lion's share of the business.





Our new line of Grain Grinders, Saws, Tanks, Troughs and Eagle Lawn Swings, you will find to be business getters and money makers.

Correspondence solicited, write us to-day.

Ontario Wind Engine & Pump Co.
Limited
WINNIPEG MAN.

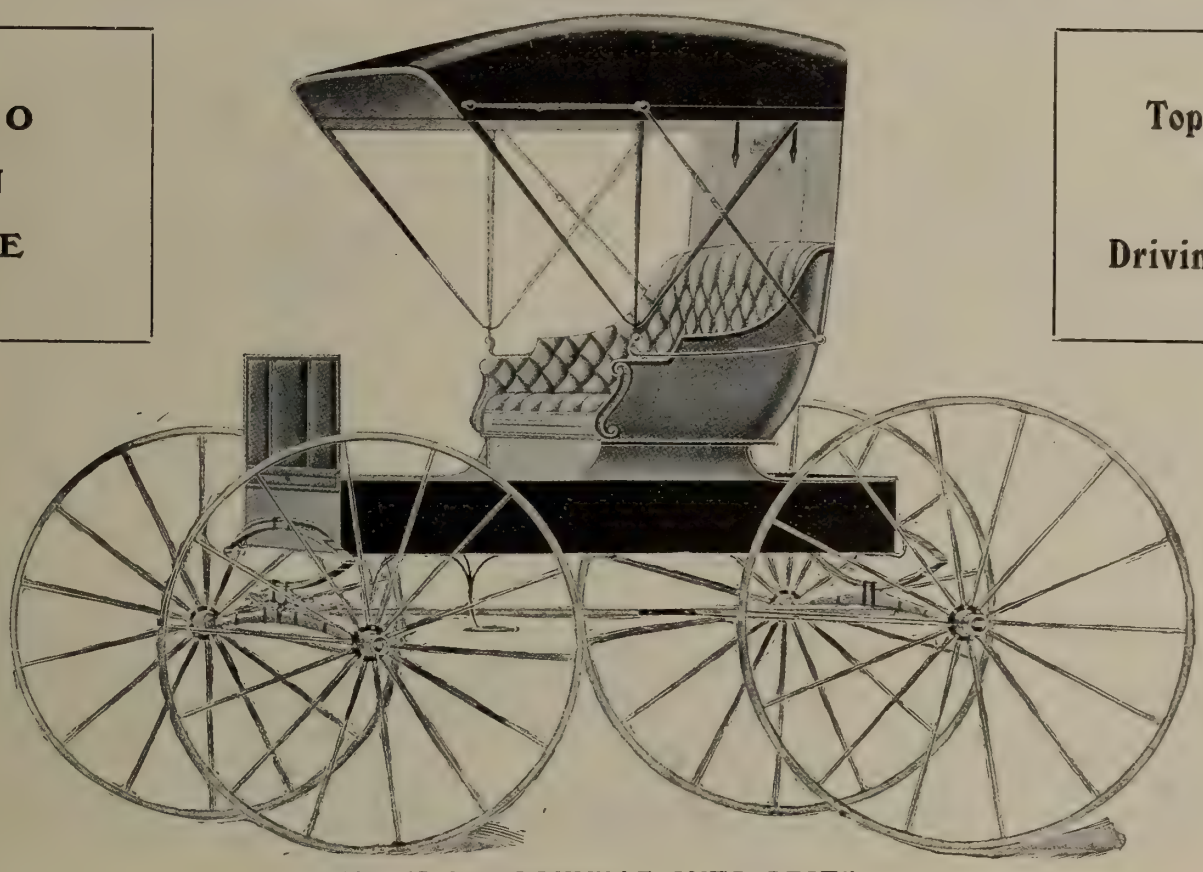
BROCKVILLE VEHICLES

"CANADA'S STANDARD"

The Kind That Sell, Build Up Your Trade, and Make You Money.

TWO IN ONE

Top Buggy or Driving Wagon



No. 18 "BROCKVILLE AUTO SEAT"

Just what you are looking for. Just what your trade wants.
Something special! Something new! Something different for 1909!

More Special Features
More Talking Points
More Satisfaction

Don't fail to see pages 10 B to 17 inclusive in our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—"Canada Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA CALGARY EDMONTON

JOHN DEERE GANG PLOW

Light Draft Plows Standard for Two Generations

Trade JOHN DEERE MOLINE, ILL. **Mark**

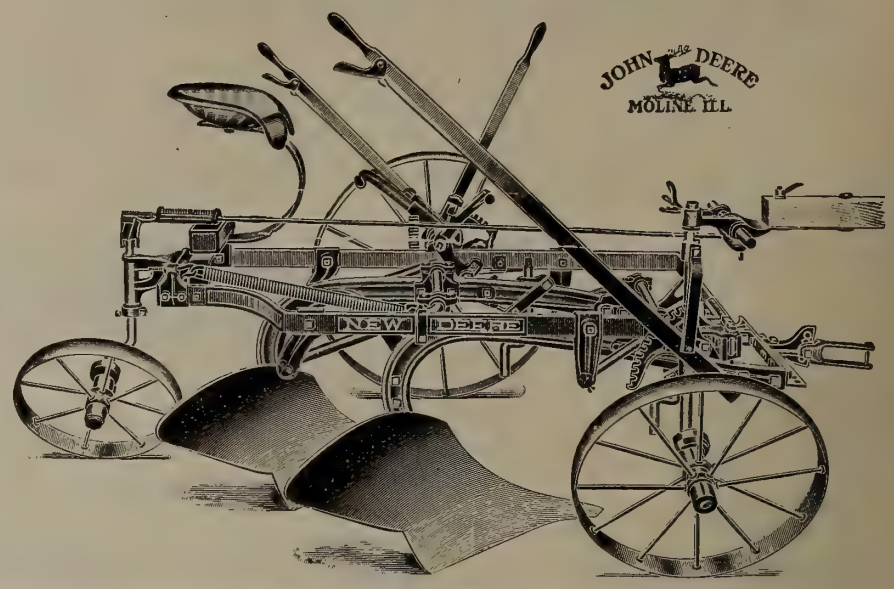
QUALITY is demanded—that is why no dealer admits the lack of it in the plows he sells.

One word comes to mind when you see the name, ***JOHN DEERE***. That word is plows — high grade steel plows.

When plows are thought of you think of ***JOHN DEERE***

But when you think of ***JOHN DEERE*** you think of ***GOOD*** plows.

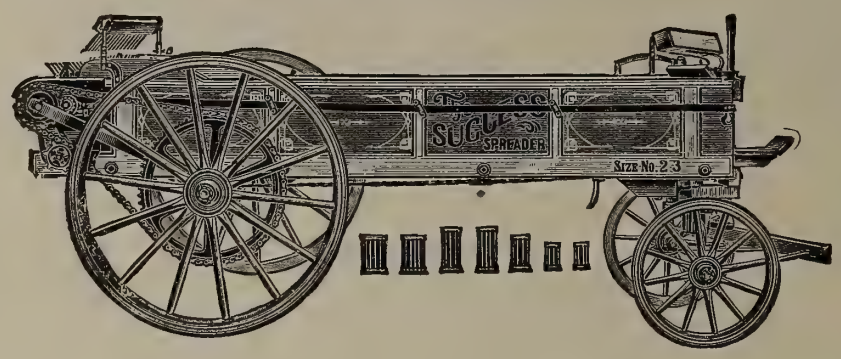
Farmers know ***JOHN DEERE*** plows and this prestige —70 years in building — is of profit to dealers, because ***JOHN DEERE*** goods are sold through dealers only.



The Light Draft Success Manure Spreader

TAKES ANOTHER STEP IN ADVANCE

FRAME MADE ENTIRELY OF HARD WOOD— NOT PINE



SEVEN SETS OF ROLLER BEARINGS SETTLE THE MATTER OF DRAFT

"My Boss has the Success Spreader"

For many years the "SUCCESS" has been considered the typical manure spreader. It was first in the field. It had choice of necessary features. It tested and proved and patented for its own exclusive use all of the worthiest devices. And now it takes another step—a most important step—in advance of all other spreaders.

By its equipment with seven sets of roller-bearings—one set in each wheel, one at each end of spreading cylinder and one in cylinder driving mechanism—there is no question but that the Success

Runs a Horse Lighter than any other Spreader

All 1909 "SUCCESS SPREADERS" will be equipped with these roller bearings. It is a feature we have been working on for years and its value to spreader users cannot be over-estimated. The cold-rolled steel roller-bearings at the same time

Save the Horses and Save the Machine

The roller bearings do away with all friction and wear in the working parts; they lessen the shocks and strains from driving over rough, uneven ground; the entire machinery runs with less power, consequently with less breakage; they cause the Spreader to run almost as smoothly and evenly as a stationary machine.

" My Boss has the other Fellers'

A Deere Agency gives you control of the SUCCESS, the Best Spreader ever built

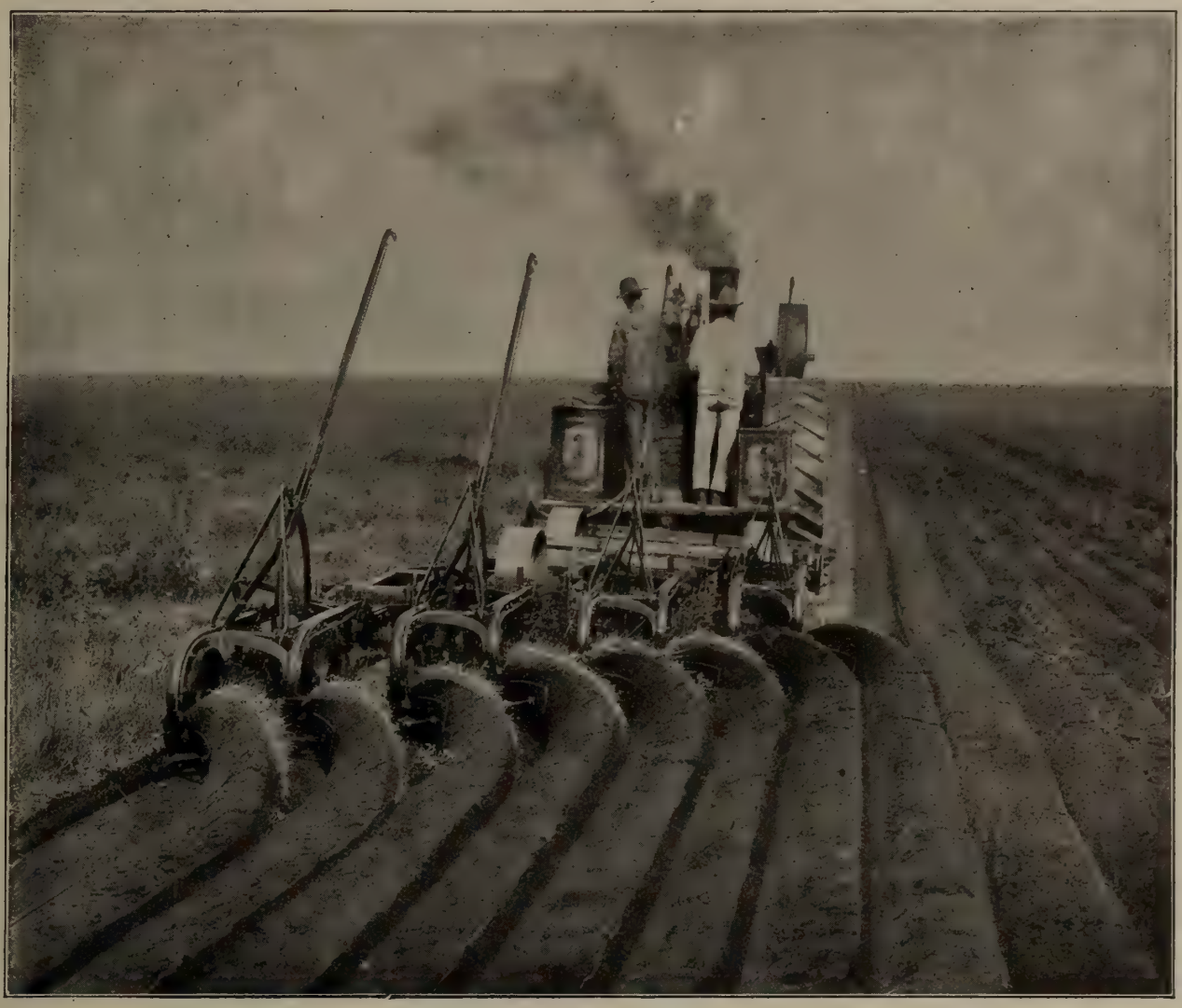
JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

JOHN DEERE BIG ENGINE GANG

MOUNTED ON WHEELS



MOUNTED ON WHEELS

Only Four Levers to Operate Eight Bottoms

Engine Plowing saves Time, Work and Money

Plowing with traction engine is no longer either a novelty or an experiment. The method of plowing is common in many parts of Western Canada.

John Deere Big Engine Gang

Made in 6, 8, 10, 12 and 14 bottoms

John Deere "Special" Engine Gangs

Made in 4 and 6 bottoms

Breaker or any style of stubble bottoms interchangeable on the same beam.

Gauge Wheels

Each pair of plows is supported by a gauge wheel (16 in. high, 3½ in. face) that runs between the beams and so attached to the lever that it assists in raising the plows as well as regulating the depth of plowing. These are heavy cast wheels with the solid, smooth side towards the furrow so they do not catch trash.

Ease of Handling

One man must be able to raise and lower all the plows at the end of the field without stopping the engine.

There is a limit to the number of levers an operator can handle in a given time.

Two Plows to One Lever

Two plows run steadier than one because each plow has a tendency to hold the other to place and the wide clevis connection drawing from two points, one connection located in front of each beam, makes it impossible for the plows to "wing."

Screw Adjustment to Clevis

Each plow beam is attached to the main frame by means of a clevis that has holes for a wide range of adjustment up and down.

In addition to the holes, each clevis is provided with a screw adjustment by which the plows can be leveled up, or depth of plowing changed, while at work. Simply place a wrench on the square end of the screw and give as many turns as may be necessary.

Changing holes means an adjustment of an inch or more, but with the screw each plow can be "adjusted to a hair."

A Deere Agency gives you control of the Best Engine Gang ever built.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Regina

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co. spent a couple of days in the city last week.

There will be a considerable amount of building done here this year, and the business outlook in all directions was never better.

Mr E. S. Tecktonius, Manager of Nichols & Shepard Co. recently returned from a business trip to Calgary and is at present confined to the house with a severe cold.

The New Post Office was opened Monday, March 22nd and is certainly one of the most beautiful buildings in Western Canada. It is expected that a city mail delivery will be organized shortly.

Mr. L. T. McDonald, late of the American- Abell Engine & Thresher Co. has just returned from a three weeks' trip to Eastern Canada and the United States in the interests of the board of Trade.

A large number of rural telephone companies are being organized in the districts on all sides of Regina. These will be a great convenience to farmers in ordering repairs during the busy seasons.

The implement dealers are all feeling very jubilant over prospects for the coming season. There is a more settled feeling about business generally. Farmers have got their paper into satisfactory shape and dealers' accounts are all in first class order.

As is generally the case when we have extra fine weather at the beginning of March the end of the month was raw and cold. The last day of the month, however, was finer and the wind not so cold. Two or three days with a fine warm wind will enable farmers to get on to their land.

The last week in March was an especially busy one and a large number of farmers were in the city from all over the province. The Fat Stock Show, the Poultry Show and the Local Improvement Districts Convention being on, it was impossible to take in everything.

J. S. Witmer, Sales Manager of the J. I. Case Company, from Racine visited the city at the beginning of the month, and all the Company's travellers in the province assembled here to meet him. At the conclusion of the business meeting, the travellers and employees of the central office staff here were entertained at a dinner in the King's Hotel.

Prospects for an early spring are very bright. There was very little snow during the winter and it nearly all went away at the beginning of March. On Sunday, March 21st., we had a very heavy fall of snow that lasted nearly all day. It fell so soft and wet that it stayed on the plowed ground and did more to put moisture into the land than all the previous snow we had.

Some of the principal events in the past month here have been the meeting of the Western Canada Press Association, the meeting of the railway officials of the Western

Mr. A. D. Elliott Killed.

On April 1st Mr. A. D. Elliott, well known in implement trade circles throughout the West, was killed by being thrown from a cutter while driving near Cartwright, Man. Accompanied by a friend he was on a visit to one of his farms in that vicinity. Travelling along at a rapid rate of speed the cutter struck a stone in the road, throwing both men to the ground. Mr. Elliot suffered a fracture of the skull and died instantly. His companion was unhurt save for a few minor bruises and scratches. The body of the late gentleman was taken to the home of his sister at Killarney, Man., and from thence was conveyed to his old home at Watford, Ont., for burial.

Mr. Elliott was about fifty-eight years of age. He came to Manitoba early in 1881, and devoted his life to work here ever since. For a time he was License Commissioner for Winnipeg, a place he filled with honor to himself and credit to the city. He resigned in 1896 and undertook the closing out of the business of Elliott & Son, of London, Ont., on behalf of the Bank of Montreal. He was in no manner connected with this company though the names are similar. Subsequently he joined the road staff of the Massey-Harris Co., and in 1904 became Superintendent of Agencies. In 1907 he retired to look after his own interests.

He was highly esteemed by his employers and was very popular with the trade at large. He was a warm personal friend of Mr. C. H. Whitaker, present manager of the Manitoba Branch of the Massey-Harris Co., who was profoundly moved and shocked on receiving word of his untimely death.

Among implement men Mr. Elliott was known to have a strong will, keen business judgment, and an ever-prevailing spirit of fairness in his dealings. He had unbounded faith in the future of the prairie provinces, a faith he evidenced by buying all the notes of a certain implement company who withdrew from active participation in the trade of the West during the bad times of the Nineties. It is said that he reaped a large reward for his foresight.

He was connected with several fraternal organizations and was an adherent of the Presbyterian Church. He was unmarried.

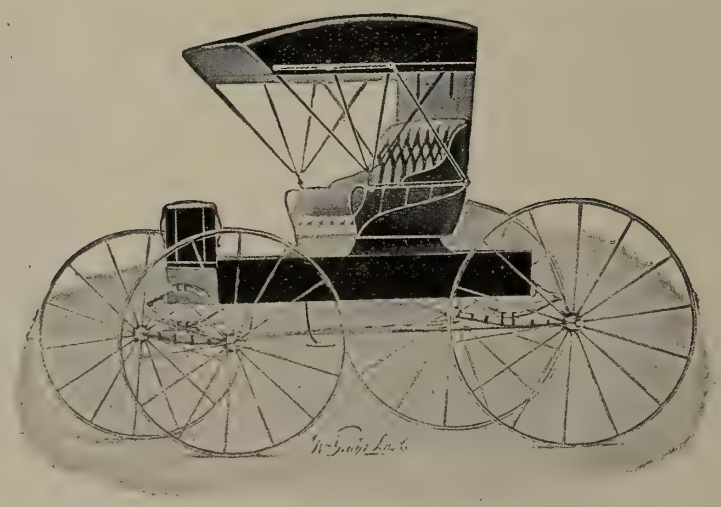
The WM. GRAY & SONS CO., Limited

CHATHAM, ONT, WINNIPEG, MAN.

AUTO SEAT TOP BUGGY

OR

AUTO SEAT ROAD WAGON



No. 403

THE BUGGY SEASON IS ON

Write to-day for Catalogue and Price List of largest and best Carriage line on the Canadian market to

The Wm. Gray & Sons Co., Limited

400 Jessie Avenue, WINNIPEG.

We have well assorted stocks at following **TRANSFER WAREHOUSES** for prompt shipment

Winnipeg Brandon Regina Moose Jaw Saskatoon Calgary Vancouver

Have you ordered that GASOLINE LAUNCH yet?

If not, you had better get in touch with us at once as we have still a few on hand for quick delivery, as well as Power Dories, Power Canoes, Paddling Canoes, for pleasure and freight, and Row Boats.

We also handle Marine, Stationery, and Portable Gasoline Engines, Knock-down Launch Frames with Easy-to-build method of construction, Motor Boat and Gasoline Engine supplies of every possible kind.

We know that you will be interested in some of our lines, and therefore particularly desire you to note our Address:

The GASOLINE ENGINE SUPPLY Co.,

36 Main Street, WINNIPEG, MAN.

Division of the C. P. R., the Saskatchewan Local Improvement Districts Association Convention, the Poultry Show. Fat Stock Show and meeting of the Saskatchewan Stock Breeders, Association.

Trials of the merits of metal culverts were given on South Railway Street, and the Sawyer Massey Company had an exhibit of graders and other road making machinery. The Local Improvement Delegates were taking a considerable amount of interest in these and a fair business was done in slush scrapers, wheel scrapers and other machinery for use on roads, with excellent promise of further business later on when work on the roads commences.

Protect Your Own Interests.

Dealers should not leave their trade paper lying about where it is open to the scrutiny of every person who enters the establishment. This advice is prompted because of the fact that copies of trade periodicals have been seen lying out among newspapers and farm journals in the warehouse of retail dealers.

There is a reason, and a good one, for offering this suggestion and we submit it in the hope that our readers will adopt it. The trade publication is issued in the interests of a particular class, and only the persons of that class, such as retailers, travellers, jobbers, and manufacturers, should have access to its columns. It usually contains news and information intended only for those engaged in the specific business it represents. As a rule matter is to be found in its pages that should never be permitted to come within the range of the vision of the buying public.

In making a statement of this kind our position must be realized and our motives understod. It is our aim to serve the retail implement and vehicle dealers in Western Canada. We desire only to benefit the whole trade and to make the business a better and more profitable vocation for those connected with it. When these facts are taken into consideration our reason for so expressing ourselves on this subject will be obvious to all.

Trade publications strive to record all that takes place in their particular sphere of the business world. Every reader knows that such journals are called upon always to announce increases and reductions in prices, and the reformation of old and the inauguration of new policies. It is not always well that this sort of information be passed out holus bolus. Reservation has frequently to be made, according to the circumstances of a dealer's own business.

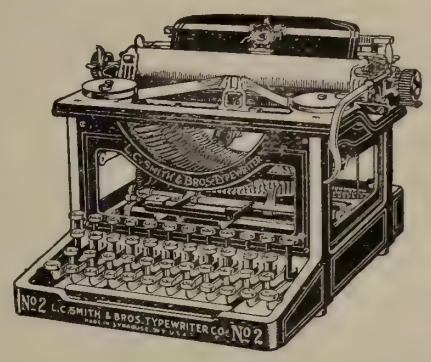
The trade publication should be accorded a place in the inner sanctum of the man who receives it. All dealers should have it on file, and here a thought comes that may interest some of our readers. If a handy, useful, and convenient file is desired it may be secured by driving a six inch nail into an out-of-the-way corner, having first filed the head off. Then when the trade paper comes to hand all that is necessary is to punch a hole in the upper corner and slip it on the file, where it is ever ready for perusal.

Consideration of the foregoing suggestion makes the reason for it apparent, and dealers will be able to discover many reasons on their own account. We believe, also, that only travellers, or other members of the same business, should have access to the columns of the trade publications, and that the dealer should regard it as his own private organ. It is never intended for the benefit of the public at large. See that you file your trade paper in your private office, where it may be seen by members of the trade who visit you, but where it is beyond the reach of your prospective buyers and old customers.

"A smile is potential, magnetic, and dispels trouble."

"Shake hands as though you meant it, and smile."

WRITING IN SIGHT.



L. C. SMITH & BROS.

TYPEWRITER

W. J. ARNOTT COMPANY

Sole Dealers for Western Canada.

We have a large stock of second-hand machines for sale or rent:— Remingtons, Smith Premiers. Underwoods, Olivers, and Empires. These machines are all in good order, some as good as new.

W. J. ARNOTT CO. WINNIPEG

Portage Avenue, Corner Fort Street

HIGH WHEEL HARROW CART

Short hitch, lightest draft Harrow Cart ever Built. High above dust line. Lots of room to clear Harrows. Made of Channel Steel. Can't break. Just what your Customers have been asking for—

PRICES RIGHT

GUARANTEED

To give perfect satisfaction

NO DANGER OF UPSETTING, WHEELS WIDE APART

WRITE FOR PRICES AND TERRITORY

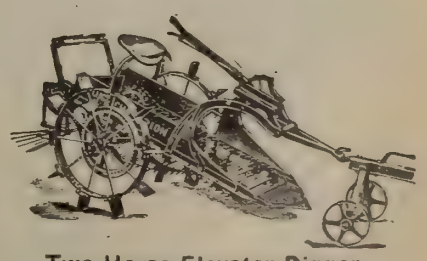
THE HARMER IMPLEMENT CO., WINNIPEG

HOW DOES THIS ROW OF POTATO MACHINES STRIKE YOU?

Cutter.

Automatic Planter.

Four Row Sprayer.



Two Horse Elevator Digger.

These are world beaters; there is still territory open. Dealers will do well to apply at once for our liberal offer to furnish sample on approval.

OUR CATALOGUE FOR THE ASKING.

CANADIAN POTATO MACHINERY CO., LIMITED GALT, ONT., CANADA

Dealers' Opinions on Much Debated Questions

An Endorsement and a Suggestion,

Editor, Canadian Farm Implements:

I read with great interest the article in your issue of last February on "Country Canvassing" from the pen of one signing himself "Implement Dealer." His arguments in reference to the elimination of canvassers and the consequent reduction in the cost of getting business appears to me to be the ideas of a very practical man.

I left the implement business about a year or so ago, but during the time I was engaged in it, which extended over many years, I did as little country canvassing as possible. Instead of it, I found it cheaper to issue each year a small catalogue covering the various lines handled. After doing so I sent out weekly letters to all the buyers in my district, discussing some one of the lines, and always a seasonable one, in detail. I found that secured me the most desirable class of business:—the kind every dealer aims to get and the kind each should try to hold.

Another point comes to my mind as I write. Dealers do not place a high enough value on the need of warehouse floor space. They neglect the need for keeping the goods always in spick and span order, and so placed on the floor as to be displayed to the very best possible advantage. I long ago learned that if the goods were well shown, so that their various talking points could be emphasized without a great deal of trouble sales would result without any great stress of argument and frequently without solicitation on my part at all. If a dealer gets a good show room and places his goods on its floor, always keeping them clean and free from dust, he will soon realize that he can do without the services of road canvassers.

Now, in closing, let me offer a suggestion to you, Mr. Editor. I would request that you invite descriptions of warehouses best suited to the needs of the retail trade. I am sure that from the replies you would receive there would be much of help to those about to engage in the business as well as to those in it who contemplate the erection of new, or the remodelling of their present quarters.

Yours sincerely,
Ex-Saskatchewan Dealer.

Salesman Most Essential

Editor, Canadian Farm Implements:

No doubt your article in March issue, respecting good collectors and good salesmen was prompted by a desire to reach conclusions. If my opinion is of value to you I submit it herewith, and you may publish it or not as you desire.

Just whether a good salesman is more important to a dealer's business than a good collector will not be a matter of long consideration to the dealer who has some years of experience and who in that time has endeavored to keep his business up to date.

In the first place sales must be made before there is any need of a collector, and frequently the collector is necessary for many months after the salesman has sought other pastures. If the implement business must get along without one of these men I believe the dealer can most readily dispense with the collector.

A good salesman brings business to his employer and if he is as "good" as a "good" salesman should be, he will take care to see that the business brought is of a kind that will not cause the dealer any loss through failure to settle or such like. A "good" salesman will not have to misrepresent goods in order to get business, and will thereby enhance his firm's reputation. He will never try to load a man up beyond what he absolutely requires and what he knows he can pay for. The skilled salesman will always endeavor to treat his employers interests as his own, and will seek to protect them at all times.

Mind you, I cannot see that the collector can be dispensed with, because I have come to realize that it is better to have one man look after sales and another after the getting of the money in the fall: that is, providing the business will stand it. It is always better to have some other party seek the money than the man who sold the goods. At least that is my opinion.

In answering your query I must say that I would rather have a salesman who is thoroughly qualified for the position than a collector similarly equipped.

An Interested Reader.

Favors A Good Salesman

Editor, Canadian Farm Implements:

In reply to the editorial article in your last issue, on the subject of a dealer's preference for a good salesman or collector, which appeared under the caption "Which do you Prefer?" I accept your invitation to respond.

In my opinion the question is a very difficult one to answer and, in my mind, purely a matter of a dealer's own views. So far as I am concerned, guided by my experience, I, personally, prefer a good salesman to a collector.

I think that a salesman, to whom the qualification of good may be justly applied, will always endeavor to restrict his sales to parties he knows to be thoroughly responsible and reliable. When he does that, whether his volume be large or small so long as it be profitable, his services should be retained and rewarded.

On the other hand many concerns have salesmen who send the goods out without discrimination. Such salesmen are a constant source of loss and make the collector necessary. Collectors as a rule are sharp and, frequently, harsh in their dealings with buyers of different articles, and I believe it is safe to say that 90 per cent. of these men spoil the reputation of implement dealers trying to build up permanent and profitable businesses. In my view such men are destroyers of reputation and it is almost impossible for the good salesman to reconstruct that which they have destroyed, whereas the poor roadman is up against it when sent out to look for business from the men previously canvassed by the collectors.

Give me a good salesman every time, and I will see that the goods go out to people whose reputation for settlement is of the very highest class.

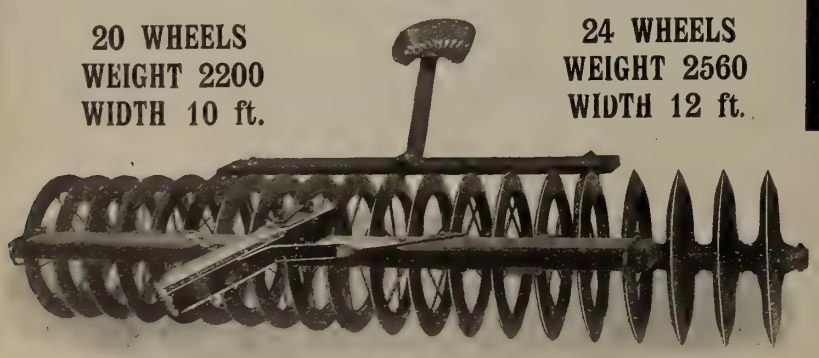
An Implement Dealer,

The Improved Brandon Sub-Surface Packer

Is not a one-season tool. To ensure the user the best results, dealers should urge the use of the packer after all plowing, whether in the spring, summer or fall. Correct other impressions in the minds of your customers. They are erroneous. It should be on sale by every live dealer. It's V shaped discs penetrate the soil deeper and pack the subsurface more firmly than any other machine. Built in two sections to conform to uneven surfaces.

20 WHEELS
WEIGHT 2200
WIDTH 10 ft.

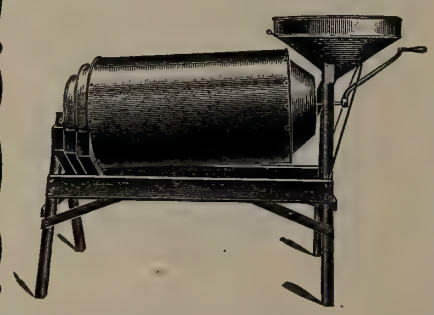
24 WHEELS
WEIGHT 2560
WIDTH 12 ft.



Bushings on the Brandon Sub-Surface Packer, when worn, may be replaced at trifling cost. Let us tell you all about Sub-Surface Packing as a method of tillage.
Catalogues on request.

The Brandon Machine Works Co., Ltd.
BRANDON, MAN.

Beeman's 1909 Model "JUMBO" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

Winnipeg Fair Prospects.

This year the Winnipeg Industrial Exhibition will be held from July 10th to 17th. For months past arrangements have been underway looking towards making this the greatest fair ever held in the Gateway City. From the point of view of the farm machinery and vehicle man the motor traction competition promises to be much more interesting than ever. It is understood that all the concerns that were here for the first test will be back again this summer, bringing many new changes and improvements in their different tractors. In addition new makers will be represented, while it is rumored that one manufacturer who was barred last season on account of his machine being over the weight limit will be right into the game with both feet. The rules have been considerably revised and the scope of the contest extended, so that it should be a greater competition in this line than ever held here or anywhere else. No doubt the other departments of the institution will be improved in like manner, and it is stated that a special effort will be made to have all the different thresher concerns represented by large exhibits.

A Dealer's Splendid Warehouse.

On this page we reproduce a splendid illustration of the implement warehouse of the firm of Latimer & Botterill, at Red Deer, Alta. The partners in this concern are numbered among the most progressive dealers of the sunny province, and their ability to grasp the needs of their business is shown in the commodious and convenient warehouse which they possess.

This structure consists of two storeys and basement and is built of clapboards. The basement extends the whole size of the building: viz., 55 x 75 feet. The two upper floors are 40 x 60 feet in size; the difference in the space in comparison with the basement measurements being utilized in the form of a covered-in platform. Each storey is 8 ft. in height, and on the first floor, in the front end, the offices are located.

Warehouse of Latimer & Botterill, Dealers at Red Deer Alta.

The basement is used for the storage of heavy lines. Part of the first floor is reserved for storage and part for display purposes, while on the top flat are stored the light vehicles handled by the firm. Almost the year round one line or another is displayed out on the platform. The warehouse adjoins the railway track so that there is no drayage of stock from the cars necessary.

Messrs. Latimer & Botterill not only take an interest in their own business but are always to be found promoting that which will benefit their townspeople and their customers of the surrounding district. In appreciation of his interest in municipal matters Mr. W. J. Botterill enjoys the honor of being Mayor of Red Deer.

This company handle Cockshutt lines, International goods, Melotte cream separators, Armstrong buggies and carriages and Waterous Engine Works Co. threshing machinery. They are looking forward to a very prosperous year during 1909.

Handling Automobiles Profitable.

There is a very general and very rapid increase in the number of dealers in the West who have undertaken the sale of automobiles. It is safe to say that more implement and vehicle men have added this line since the beginning of 1909 than previously took it up since the automobile's introduction to Western Canada.

Not only are the retail dealers able to handle automobiles satisfactorily but the different jobbers and manufacturers of machines are anxious to secure them as representatives. As a rule the dealer has the facilities for handling the line and nobody in the retail commercial world is in a better position to look after it.

For the dealer who feels that he can finance the automobile proposition there is good money to be made. The commissions allowed are liberal and the sale of even only one machine in the season adds a neat profit to his bank account.

Careful consideration of this matter now may result in your decision to try the sale of one or two machines. If you are going into the business at all it is better to go in at the opening of the season and have your goods ready for delivery as soon as the roads are in fit shape.

"Fall into line and the sunshine of the home and the glory of trade will reflect the delight of a gracious personality."

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

GRAND TRUNK RAILWAY SYSTEM

THE SCENIC ROUTE TO THE EAST

Double Track, Velvet Running Roadbed, Fast Time, Modern Equipment, Unexcelled Dining Car Service, Courteous Employees

Cook's Mediterranean and around the World Tours; Steamship Tickets, all lines, including Quebec Steamship to Bermuda and West Indies.

Ticket office, 260 Portage Avenue Phone 7098.

A. E. DUFF, General Agent, Winnipeg

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

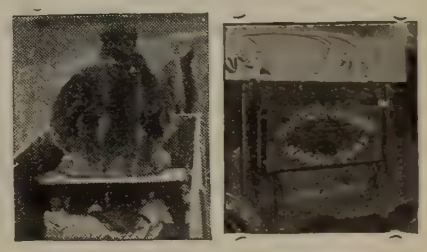
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Bradley's New Catalogue.

Though the David Bradley Mfg. Co., of Bradley, Ill., have not been actively engaged in seeking business from Western Canada for some time now, we understand that it is their intention to again resume operations in this territory in the future. Just when this resumption will come to pass we have been unable to learn. During the past month we received from them a copy of their catalogue No. 42, and this they will be glad to forward to all dealers interested. Since the publication of their last list they have added several new lines of goods, including a new beam hitch sulky plow, a disc harrow tongue truck, and a Simplex one-horse, windrow, baling press. These goods are fully described, and illustrations of them appear throughout the catalogue. Get one.

"There are more people dying each day from the lack of a kind word, a pat on the back and a little encouragement, than there are from disease."

"The man who never makes any mistakes never makes anything else."

MR. F. C. MOORE

Official Organizer Appointed.

Mr, F. C. Moore, Formely Massey-Harris Agent at Hartney, Man., Selected.

As we go to press official notice is received from Mr. John Crawford, president of the Interprovincial Retail Implement Dealers' Association, announcing the appointment of Mr. Fred C. Moore to the position of organizer for the association. Mr. Moore will enter on his duties immediately and will make a thorough canvass of the entire provinces in an effort to interest all the members of the trade in the organization.

The new appointee comes to his task with a thorough realization of the necessity for the development and expansion of the association idea. He has been connected with the retail trade since leaving school and in addition has had some road experience. He was born at Uxbridge, Ont., in 1878, and came, with his parents, to Manitoba in 1882, settling at Morris. Four years later his home was moved to Portage La Prairie and after securing his education in the public schools he commenced work for the Sawyer & Massey people and subsequently the Waterloo Mfg., Co. Three years ago he accepted the position as Massey-Harris agent at Hartney, Man., and there he resided up until the 1st of April when he removed back to Portage La Prairie.

Mr. Moore has been a member of the retail dealers' association since its last inception in Manitoba, and is extremely anxious, now that he has entered on active organization work, to get all the retail dealers of the country into line. It is expected that he will commence work in Northern Manitoba and from there will go on through the other two provinces.

We bespeak for him a cordial greeting and an earnest hearing from all those upon whom he may call.

A Beautiful Catalogue.

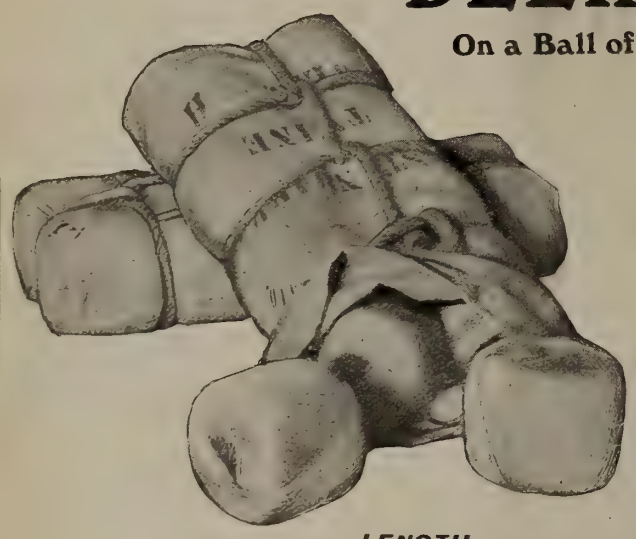
The McLaughlin Carriage Co. have just issued their catalogue No. 2 containing a full and complete description of their automobile lines for 1909. From cover to cover this is beautifully illustrated, and as the retail dealer is becoming more and more interested in the automobile business it is well that he should give this catalogue his attention.

About the Flour City.

From the Kinnard-Haines Co., of Minneapolis, Minn., whose traction engine won the gold medal at the Winnipeg Industrial Exhibition Motor Traction competition last year, we recently received a copy of their latest catalogue. This tells the story of their engines, mostly in pictures, and the company have endeavored to make it as entertaining and attractive as possible. Dealers will find in it much useful information, and can secure a copy by addressing a card to the head office of the company.

The Name **DEERING**

On a Ball of Binder Twine



Signifies

Length,

Strength,

and

Quality.

LENGTH

500 feet is considered the standard length for a pound of sisal or standard twine. When twine runs below this the farmer does not get what he pays for. Deering standard and sisal twines will run more than 500 feet to the pound. So-called cheap twine might cost less per pound than Deering yet when the difference in length is considered the so-called cheap twine costs more per foot than Deering.

STRENGTH

The standard tensile strength of twine is regarded as 50 pounds. Any twine that breaks under this weight is pretty sure to cause trouble at harvest. Innumerable tests have demonstrated that Deering twine averages above 50 pounds in tensile strength.

QUALITY

Some of the twines offered are very poorly spun. Such twine, as you know, is liable to kink and break on a binder and cause the ball to collapse at the last end. Deering twine is evenly spun and evenly wound.

From the above you will see the advantages of handling Deering binder twine. Write the nearest branch house for prices and terms. The blockman or general agent would like to have a talk with you on the twine question.

Western Canadian Branch Houses: Brandon Manitoba; Calgary, Alberta; Edmonton, Alberta Regina, Saskatchewan; Saskatoon, Saskatchewan; Winnipeg, Manitoba.

INTERNATIONAL HARVESTER COMPANY OF AMERICA, CHICAGO, U.S.A.

(Incorporated)

TWO MONEY MAKERS

The Raymond Sewing Machines

Have stood the test of time for half a century. It is the kind that mother liked and you would like. **Light Running, Perfect Sewer, and Durable.**

The Nationai Cream Separator

The farmers' choice and the dairymen's favorite. **Easy to Turn, Easy to Clean, and a Clean Skimmer.**

Write for Catalogue and Agent's Terms.

THE

Raymond Mfg. Co. Ltd. of Guelph

312 DONALD STREET, WINNIPEG.

Canadian Binder Twine Industry.

More than one person has conned over in his own mind the probable value of the binder twine business of Western Canada. Statistics in this connection have been exceeding difficult to obtain so that the trade, as well as the public at large, have been more or less in the dark as to the total value and amount of binder twine used in this country annually.

A short time aho Mr. J. L. Haycock, Dominion Inspector of Binder Twine, submitted a report to the Department of Trade and Commerce on this subject and because it contains much that is valuable and interesting to dealers we reproduce it: He says:

"Owing to the climatic conditions existing in the Western provinces of Canada, where the farmer is dependent almost wholly upon his grain crops—the safety of which owing to the danger from hail, frost and drought is a constant source of anxiety—it can be readily understood how important it is that when his crops ripen no delay should occur to interfere with his harvesting them as quickly as possible. In view of these conditions nothing but a first-class binder twine meets the demand in that country. Under less strenuous conditions a farmer may waste an hour or so bothering with defective twine, but in the West he simply cannot afford to be delayed by unsatisfactory twine. If a ball of twine breaks in a binder or causes delay for any reason, he will not stop to tie it, he tosses it away and puts in another ball. If that too proves unsatisfactory, he condemns the whole lot and tries to get better.

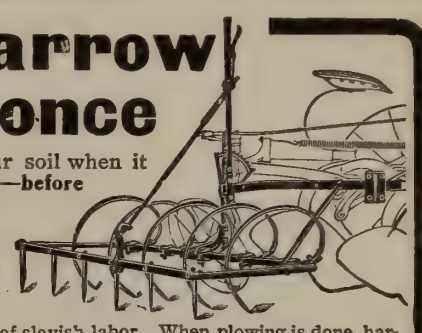
CANADIAN PRODUCTS UNSURPASSED.

"Under these circumstances it is not surprising that Canadian manufacturers of binder twine are producing as good twine as can be obtained anywhere in the world, and far superior to that made in almost any other country. In fact, the manufacture of binder twine which in most countries is only an art, has been reduced to science in Canada.

FRAUDULENT MANUFACTURE PREVENTED.

"Another feature of the binder twine situation is that owing to the impossibility of measuring twine without unwinding the balls and thus destroying it for the purpose for which it was intended, great frauds could be perpetrated on the farmer. In order to prevent such a possibility, there was passed in 1902 an act respecting the sale of binder twine in Canada, providing for correct marking as to length and heavy penalties for a violation of the act. The rigid enforcement of this act has revolutionized the whole twine situation in Canada. Prior to this act, only a small portion of the twine sold in Canada was correctly marked, and in very many cases serious loss was entailed on the consumer. Many cases were found where twine measured from 10 to 20 per cent less than it was marked; and in one case, twine, 600 feet per pound actually measured only 376 feet, or a loss to the farmer using a ton of such twine at 13 cents per pound, of $154.83. When it is considered that the value of the twine used in Canada reaches nearly the sum of $4,000,000 annually, the loss to the consumer if such deception were possible would assume con-

Plow and Harrow —both at once



Make one job of it and pulverize your soil when it **crumbles easiest—while it is moist—before it "sets" and hardens.**

This 2-in-1 Harrow Attachment

(Fits Any Sulky or Gang)

saves all the time of harrowing and a world of slavish labor. When plowing is done, harrowing is done, and done right, because done at the moment when you **get** best results. Spring and Spike teeth or two rows of spikes cultivate, pulverize and fine the soil, make the true dust mulch and preserve moisture underneath. Seeds start quicker and grow better because there is moisture in the ground to give them a start.

Draft Only a Little Greater Horses hardly know the difference. Each horse pulls only 7-in. width of harrow. The great 2-in-1 implement pays for itself over and over every year. Money cheerfully refunded if you want to send it back after reasonable trial. Write for prices and particulars now to

THE HARMER IMPLEMENT CO., WINNIPEG.

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. Winnipeg, Man.

GRAIN DRILLS

siderable proportions. It is also obvious that the honest manufacturer was suffering serious loss from fraudulent competition.

A REPUTATION IN THE WORLD'S MARKET.

"Under the changed conditions, however, it can be readily understood that Canadian binder twine has established for itself a reputation in the world's markets. In fact, Canadian binder twine in the market claims rank similar to 'Scotch tweed' in the cloth market, and it may be of interest to know that at present Canadian mills are exporting twine to many foreign countries, including Russia, Roumania, Argentina, Australia and England, Scotland and the United States of America.

MARVELLOUS INCREASE IN EXPORTS.

"Below is a statement of the exports of binder twine from Canada for 1902, the year in which the Inspection Act was passed, until the year 1908:—

Year	Tons
1902	251
1903	1,383
1904	1,446
1905	1,841
1906	2,009
1907	3,109
1908	7,902

"When it is considered that the average value would be about $200 per ton, this means that the exports of Canadian twine have increased from $50,200 in 1902 to $1,598,400 in 1908, or a gain in value of exports of $1,548,200.

SIGNIFICANT DECLINE OF MARKETS.

"The appended statement of imports of binder twine into Canada reveals the fact that during the years 1893 to 1903, the imports of twine increased very rapidly, while since that period the imports have not increased but rather show a tendency to decline. This is all the more significant when the rapid development of the northwest and increased acreage under cultivation is taken into consideration.

Year	Quantity lbs.	Value. $
1893	1,444,901	127,640
1894	1,216,785	106,861
1895	2,107,324	121,605
1896	3,023,896	155,929
1897	3,394,475	181,817
1898	8,679,823	491,104
1899	10,629,286	818,412
1900	8,017,688	866,892
1901	9,674,268	928,096
1902	14,927,302	1,507,344
1903	14,204,515	1,810,238
1904	12,627,988	1,459,704
1905	11,404,052	1,294,553
1906	14,762,545	1,650,741
1907 (9 ms.)	15,676,309	1,647,780
1908	14,207,938	1,507,810

"The twine made in Canadian mills for the season 1908 was 28,058,327 lbs., or 14,029 tons. It is a remarkable feature of the situation that the number of pounds of twine used in Canada has not increased at all in proportion to the increased acreage of grain grown. This may be attributed to the fact that the farmer is now getting full measure of the twine paid for. During the past season it is equally gratifying to learn that no binder twine was discovered below the standard of the act."

One on Him.

One dealer in Manitoba is retailing among his friends a cracking good story on a certain well-known traveller, who represents an implement and vehicle house that a short time ago commenced the sale of high-wheeled automobiles. During a recent trip this traveller had a golden opportunity to place one of the company's auto-buggies, and he got right down to business at once.

The customer, who was the particular dealer who tells the yarn, asked a few questions regarding the number of horse-power, the speed per hour, and the transmission of the machine. The traveller said he was not well posted on all the various parts, but argued that if his employers were putting it on the market it was bound to be all right. The customer then asked the type of engine, the number of cylinders, etc., and, receiving satisfactory replies, placed the order. The travelling man had just got the last details respecting finish and so on into his order book, when from force of habit he blurted out: "Now, shall we send this with pole or shafts?"

The situation is better imagined than described.

A National Exposition for Winnipeg in 1912.

Convened for the purpose of hearing the reports of the delegations which visited St. Louis, Portland, and Seattle in quest of information regarding world's fairs, the organization committee appointed to deal with the 1912 fair project unanimously adopted the following resolution: That this committee definitely decides to proceed with the project of holding a Canadian exposition at Winnipeg in 1912."

A committee was appointed to select a suitable name for the proposed exposition, and it was suggested that a prize of from $200 to $500 be offered for the purpose. No action was taken in this respect.

According to the report submitted by the delegates who visited the three cities named concerning expositions, it was the general opinion of the most conservative business interests of those places that such institutions were a source of much benefit and great value. It was the presentation of these reports that practically determined the holding of a similar event in Western Canada.

It is undestood that the proposed Winnipeg exposition of 1912 will be national in its nature and that every effort will be made to make the celebration of the centenary of the landing of Lord Selkirk and his people on the banks of the Red River as profitable and important to the eastern provinces as to those on this side of the Great Lakes.

Planet Jr.
Bigger crops with less work
Planet Jr. implements are the greatest labor-savers and crop-producers ever used in the garden or on the farm.
They do the work of six men, and do it better than by old methods. Invented and manufactured by a practical farmer. Strong and lasting. Fully guaranteed.
No. 38 Single-Wheel Disc-Hoe Cultivator and Plow is a handy tool for quick thorough garden cultivation. The new-style cultivator teeth run shallow next the row, and the leaf-lifter prevents injury to plants. Discs are adjustable for desired depth, and throw to or from the row.
No. 38
No. 10
New No. 10 Horse-Hoe, Cultivator, Killer, and Vine Turner is the lightest, strongest Horse-Hoe made. Works great as a furrower. The vine-turners make it easy to cultivate all vine crops. The new expander-and-lock revolutionizes the working of one-horse cultivators.
Write today for 1909 catalogue giving full description and pictures of all Planet Jr. combination hand-seeders and wheel-hoes and horse-cultivators, etc. Mailed free.
S L Allen & Co Box 1108Z Phila Pa
Write for the name of our nearest agency.

APPLICATION FOR MEMBERSHIP

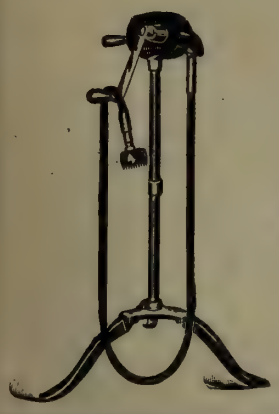
Secretary-Treasurer — *901 UNION BANK BUILDING, WINNIPEG*

Interprovincial Retail Implement Dealers' Association

Believing that organization of the dealers will be in the best interests of the Implement and Vehicle trade, and now that such a movement is definitely started, I herewith enclose you the sum of $5.00, being my membership fee to the above Association for the year ending February 1st, 1910.

Name ..... *Post Office* ..... *Prov.* .....

Stewart Clipping Machines



Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

Your jobber has them

List for Canada, $9.75

Write for free advertising matter

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation

Chicago Flexible Shaft Company, 237 Ontario St. **Chicago, Illinois**

HERO GRAIN SEPARATORS and SMUT CLEANERS

Have certainly captured the 1909 Business. Sold through the Trade only.

We can supply your wants without delay.

"HERO" Smut Cleaners are the best offered the public.

Every machine is built to be used with either bluestone or formaldehyde.

No danger from corrosion, leakage or breakage.

Largest capacity with greatest efficiency of any machine of the kind.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Separator offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO., LTD. **WINNIPEG.**

Do You Sell Gasoline Engines?

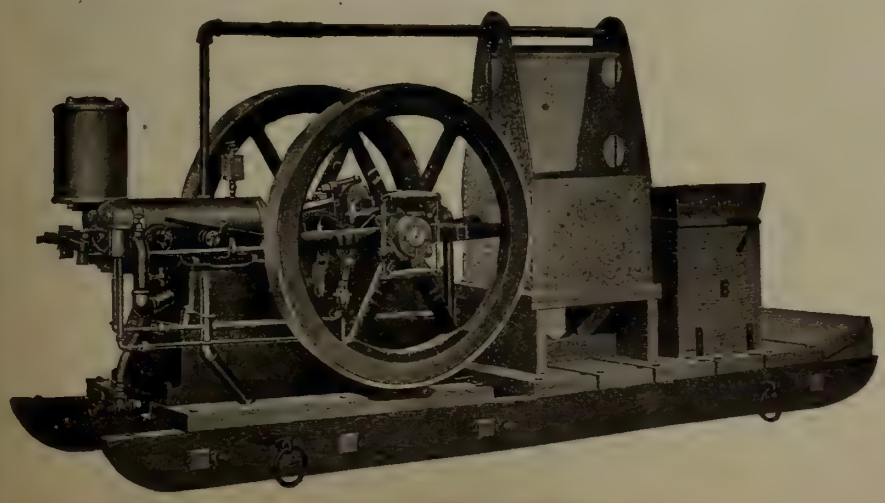
They are the Business Boosters These Days.

There are so many purposes for which the gasoline engine may be used that it can be sold every week in the month and every month in the year.

To be successful in selling gasoline engines you must sell the engine that will do the work and do it right—the I.H.C.

There is no power so good as an International gasoline engine for operating threshing machines, saws, well-drilling machines, pumps, feed cutters, cream separators, churns, etc.

Boost your business. Sell I.H.C. gasoline engines. They are business getters. Investigate their possibilities. You will then see why they will put more life into your business.



Famous Skidded Engine.

Portable Engine.

Investigate and You will Find Out Why the I.H.C. Gasoline Engine is the Best Seller.

Here is the line complete :

I.H.C. vertical 2, 3 and 25-h.p. ; horizontal (portable and stationary) 4, 6, 8, 10, 12, 15 and 20-h.p. ; traction 12, 15 and 20-h.p. ; Famous skidded engines 2, 3, 4, 6 and 8-h.p. ; Famous engines for mounting 4 to 20-h.p. ; Famous air-cooled engines, 1 and 2-h.p. ; also a complete line of Famous sawing, spraying and pumping outfits and jacks.

Secure a contract at once to handle this complete line of engines. See the International blockman, or write the nearest branch house.

Western Canadian Branch Houses :

Brandon Calgary Edmonton
Regina Saskatoon Winnipeg

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

CHICAGO **U.S.A.**

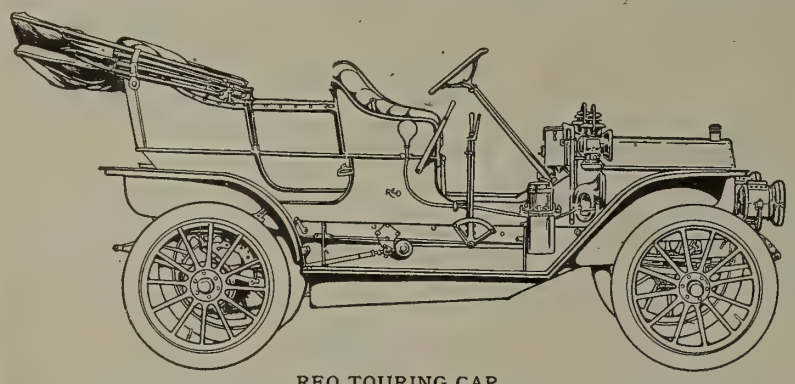
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D. 1909 (40 h.p., five passengers).....**$3,100.00**
Cadillac "Thirty" 1909 (shaft drive, five passengers).....**$2,000.00**
Reo, Model A. 1909 (22 h.p., five passengers).....**$1,400.00**
Ford, Model J, 1909 (20 h.p., shaft drive, five passengers).....**$1,100.00**



REO TOURING CAR

A WORD TO DEALERS AND PROSPECTIVE PURCHASERS

Owing to the big demand for Autos this season it is absolutely imperative that orders be placed at once to assure an early delivery date.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. WINNIPEG

THE CENTRAL CANADA INSURANCE COMPANY

BRANDON

Operating in

Manitoba Alberta Saskatchewan

Subscribed Capital **$365,000.00**

Substantial Cash Deposits with

THREE PROVINCIAL
- GOVERNMENTS -

FIRE INSURANCE

PURE-BRED REGISTERED

LIVE STOCK INSURANCE

HAIL INSURANCE

(MANITOBA AND SASKATCHEWAN)

On our UNBROKEN RECORD for prompt payment in full of all Loss Claims we solicit your patronage

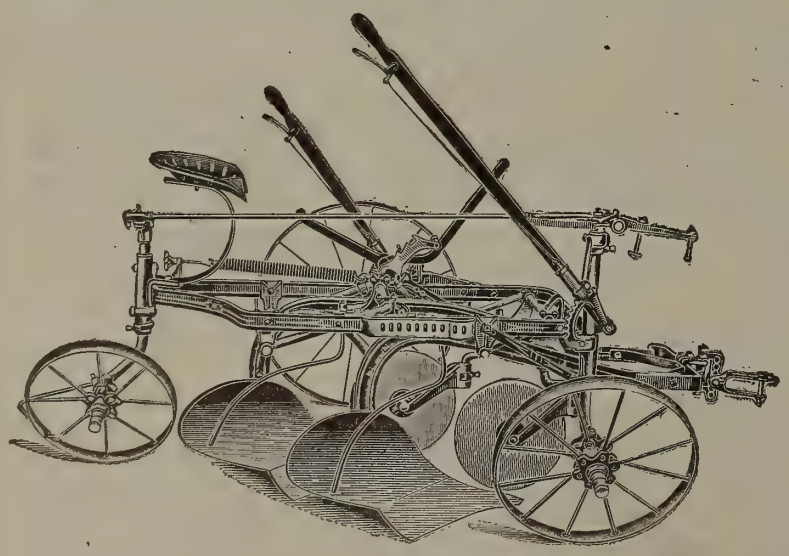
You Pay the Premium We carry the Risk

Full information may be had from any Local Agent or the Head Office of either Company

THE ALBERTA-CANADIAN INSURANCE CO. THE SASKATCHEWAN INSURANCE CO.
CANADA

EDMONTON REGINA

New Eclipse Plows



When it comes to "performance" the "New Eclipse" bears out all the promise of its construction.

The absolute quality of the material and the care used in construction are bound to have their effect in working.

These things combined make the "New Eclipse" the easiest selling plow in the market to-day.

Better get our Catalogue of

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG.

THE WHITEFORD JUSTICE MEASURE

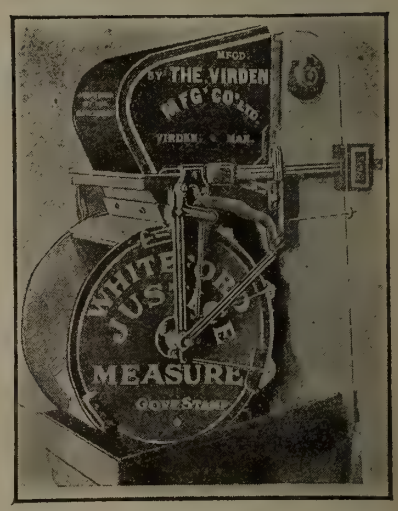
Something the Thresherman, the Farmer, and the Dominion Government have been looking for since threshing began.

Why?

because there never had been any way or any thing on which to base the charge for threshing that would be fair to all parties concerned, and eligible to carry **The Dominion Government Stamp** and so make it legal and protect the thresherman. In the

Justice

we have it



It is an Automatic Measure.
It measures the grain regardless of Weight.
It cannot be changed or monkeyed with.
It tallies every ½ bushel.
We fit it to any make of bagger in use.
We also make complete baggers, high Dakota style.
Every thresherman that sees it wants one.

We want agents in every town in Canada. Our proposition is a good one. Write at once and secure the Agency for your District. Every Machine is stamped and guaranteed. Address all letters to

THE VIRDEN MFG. CO., Limited
Virden, Man.

CANADIAN FARM IMPLEMENTS

VOL. IX, No. 5. WINNIPEG, MAN., MAY, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3.200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.

H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which has a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; **and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

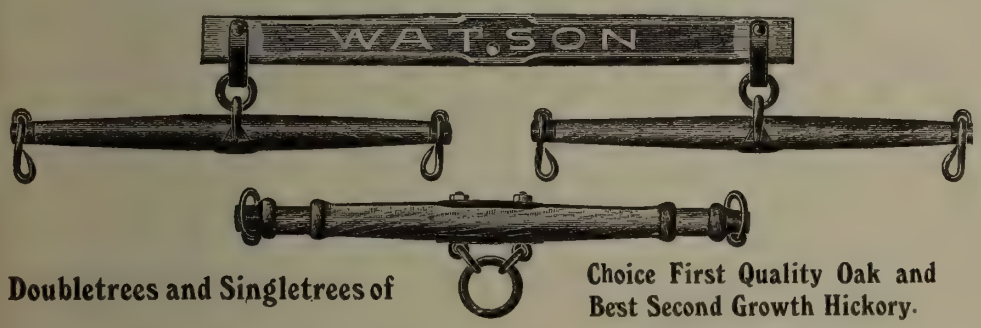
Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Whiffletrees and Neckyokes



Doubletrees and Singletrees of Choice First Quality Oak and Best Second Growth Hickory.

Neckyokes are made in two sizes, 42 inch and 48 inch, from second growth White Ash.

Best Steel and Malleable Fittings Throughout.

Our Other Lines

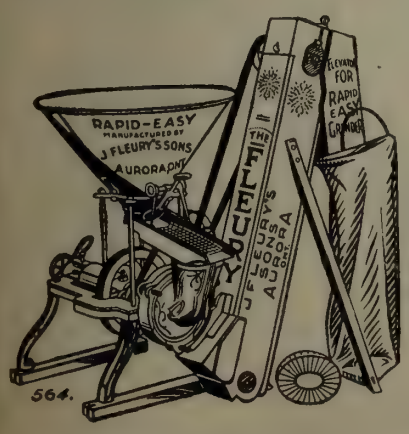
Pulverizers, Feed Cutters, Grain Grinders, Roller Crushers, Wood and Pole Saws, Bevel Jacks, Warehouse Trucks, Wheel Barrows, Horse Powers, Watson's Ideal Farm and Bush Sleighs, Boss Wood Harrows and Watson's All-steel Channel Harrows.

Write for Prices or Send a Trial Order

"No One Can Give You a Better Deal"

John Watson Mfg. Co. LIMITED

WINNIPEG.



LESS POWER AND MORE WORK

With "Rapid-Easy" Grinders than with others. Thousands in use in **all provinces,** with **powers of all sorts**—Windmill, Tread, Steam and Gas Engines. A "Rapid-Easy" will give you **pleasure** and **profit.** No other **"just as good." Only one best**—the "Rapid-Easy." **All sizes. Sold everywhere.** Tell us what **power** you have and ask for any information.

This cut shows **one** style and **only one size**—Power Grinder for Farmer's use chiefly.

Western Agents **JOHN DEERE PLOW CO. Ltd.,**

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

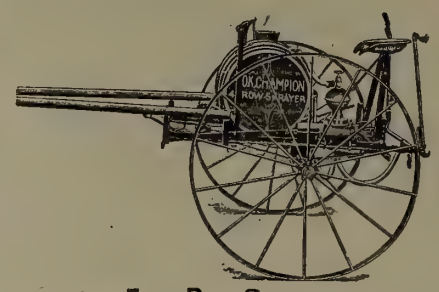
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

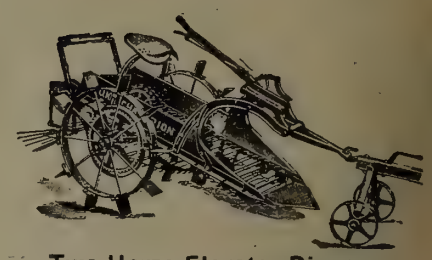
HOW DOES THIS ROW OF POTATO MACHINES STRIKE YOU?

Cutter.

Automatic Planter.



Four Row Sprayer.



Two Horse Elevator Digger.

These are world beaters; there is still territory open. Dealers will do well to apply at once for our liberal offer to furnish sample on approval.

OUR CATALOGUE FOR THE ASKING.

CANADIAN POTATO MACHINERY CO., LIMITED **GALT, ONT., CANADA**

M. RUMELY CO.

Regina, Sask. Winnipeg, Man. Calgary, Alta.

WE BUILD

PLOWING ENGINES THRESHING MACHINERY

Agents wanted for unoccupied territory.

BINDER TWINE FOR 1909

The Famous (Circle G.) **G**

Pure Manila - 650 ft.
Manila - - - 600 ft.
Standard Manila - 550 ft.
Standard - - 500 ft.

Brands.

Manufactured by

The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply **HEDLEY & BELL** Western Representatives

BRANDON, Man.

The Original, Genuine Kramer Attachment

Offers Quick and Attractive Profits to Every Dealer.

Order Now for the Big Autumn Demand, Which is Sure to Come. Write Nearest Jobber for Exclusive Agency for Either Our 1909 or Swastika Model.

It Harrows While You Plow.

Consider the Facts

The marvelous success of the Kramer Rotary Attachment for Plows, marks it as one of the most practical and valuable inventions of the age. No other device has so quickly leaped into favor and met with such generous patronage everywhere. This is because of its originality, honest construction and perfect achievement of desired results. With it the farmer knows that he has the best method, at moderate cost, of harrowing and plowing at one operation. It is faultlessly built throughout and is backed by the unequivocal guarantee of the manufacturers.

The Kramer Attachment has been three years before the public. It has made good, and is on the market to stay, and will ever remain the Leader in its class. Sales are nearing the 50000 mark. Every season notes a material progress in our business, and an advanced standard in the construction of our product. Four models to select from.

Our Spring Sales have surpassed all former seasons. Our factory has run day and night shifts of men to take care of the entire demands of the trade promptly.

The fact is that we have sold and shipped more carloads of the Kramer Rotary Harrow Attachments, for plows, in one month, than all our competitors put together have shipped out in a whole year.

Its recognized merits have aroused the cupidity of shameless imitators who are striving to unload their trashy production on farmers and dealers before our patents can issue, and we now repeat our warning against such deception and piracy.

Compare our blades with those made by irresponsible imitating concerns, whom neither Dun nor Bradstreet give a commercial rating. These unscrupulous concerns are imitating the appearance of our Attachment. They are making loud and boisterous claims for the construction and material entering into their disks, when, in fact, the whole disk is nothing but the cheapest kind of malleable iron casting After a long time we have secured one of these worthless imitation devices, and will wager a $1,000 that the whole disk is nothing but an iron casting, worth less than nine cents each.

The Kramer Rotary Blades.

Don't try to market an implement of any kind which will infringe our Attachment immediately upon the issuing of our Patent. What's the use, when you can buy the Original, Genuine Kramer Harrow for less money? Construction and working qualities guaranteed by the very best line of jobbers and dealers in the country.

An attempt is now being made to introduce a rank imitation, of our matchless implement, into Western Canada. The impostors manufacturing the device make loud claims for same, but equip it with cheap cast iron blades and disks. The imitation stands repudiated in the States, and the deception is now being carried into Canada.

Remember, The Kramer is the Original and Only Successful Rotary Harrow Attachment.

CANADIAN JOBBERS :

C. W. DAVIDSON, for Manitoba.
110 Harriet Street, Winnipeg

TUDHOPE, ANDERSON & CO. for Saskatchewan and Alberta.
Winnipeg Regina Calgary

THE KRAMER COMPANY, PAXTON, ILLINOIS

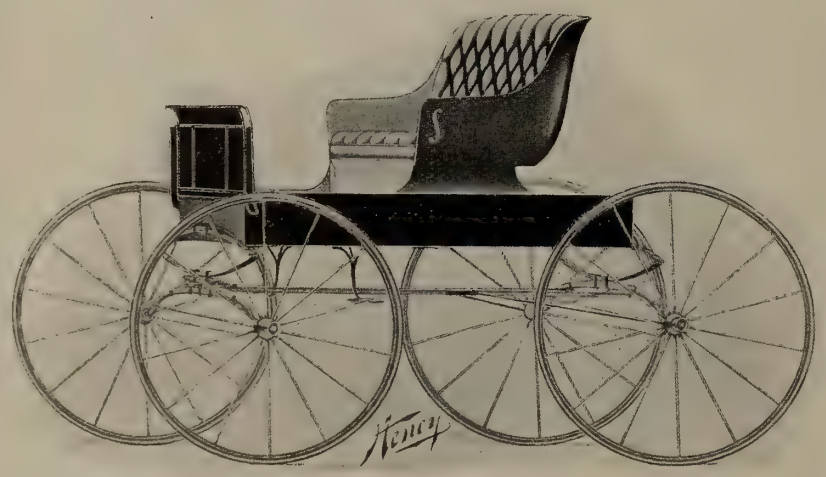
IMPORTANT ANNOUNCEMENT

The E. N. Heney Co., Ltd., of Montreal, Que., herein officially inform the carriage and harness trade of Western Canada that they have opened a branch house for this territory at **132 Princess Street, Winnipeg.**

This step is taken in order to be closer to the source of demand and to facilitate the handling of a constantly increasing trade in this field.

The branch will be under the management of Mr. T. McKnight, who is well-known to the dealers through his representation of the Heney Co., in the West these many years.

If you handle the "CROWN BRAND" of harness, saddles collars, blankets, robes, etc., you are building for permanent results. The best quality goods on the market, ensuring you the best trade, and the surest profits.



The "CROWN" line comprises practically every kind of vehicle called for by the Western trade. These goods have been handled here for years and are known to be the best in

STYLE DURABILITY FINISH

We want more business and can take care of your orders.

WILL YOU JOIN US? WRITE US.

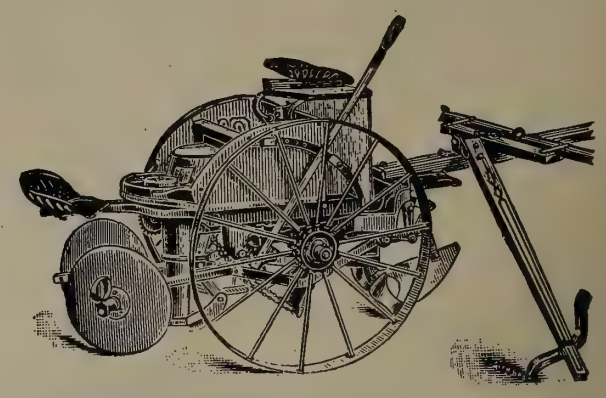
THE E. N. HENEY CO., LTD.

132 Princess Street WINNIPEG

IRON AGE

(IMPROVED ROBBINS)

POTATO PLANTER

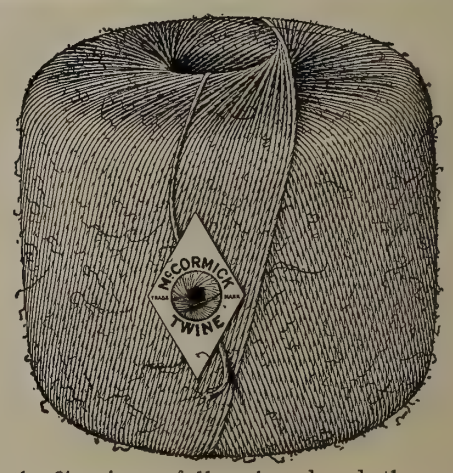


"Iron Age" (Improved-Robbins) Potato Planter

Is recognized by all leading pototo growers as the best.
The rapid and continual increase in the sales proves it.
This Planter makes no misses or doubles—plants 100 per cent. correctly. Does not **puncture** or **bruise** the seed.
Sold with or without fertilizer attachment. Guaranteed to be as represented.
Catalogue on request. Write us to-day.

THE STEWART-NELSON CO., LTD.

WINNIPEG



McCORMICK BINDER TWINE

is made right from start to finish; that is to say

the fiber is carefully selected and the spinning is done with the utmost care in new mills equipped with the most modern machinery. If you will carefully examine these brands of binder twine you will find that they are practically free from bunches of tow and swells, neither do these twines pull thin and break. McCormick twine is full length, full strength, spun evenly and therefore will not cause any delays in the harvest field.

There is a growing demand for McCormick binder twine because these brands have given universal satisfaction. If you wish to increase your binder twine profits you should handle this well known line of binder twine. It is guaranteed to stand a breaking test of 50 to 85 pounds and to have average length as follows:

Sisal .....500 feet per pound	**Manila .....600 feet per pound**
Standard .....500 feet per pound	**Pure Manila..650 feet per pound**

When considering price you should keep in mind that these twines have the requisite length and the strength.

Farmers will soon begin to send in their orders for binder twine and practical experience will tell them which binder twine it will pay them to buy. Practical experience should also tell you which twine it will pay you to handle. If you are interested in handling good binder twine, write the nearest branch house for prices and terms. The general agent or blockman will be glad to have a talk with you on the twine question.

Western Canadian Branch Houses:

Brandon, Man. Calgary, Alta. Edmonton, Alta. Regina, Sask. Saskatoon, Sask. Winnipeg, Man.

International Harvester Company of America

(Incorporated)

CHICAGO U. S. A.

CANADA'S BEST

The Buggy from Glengarry

Style
Service
Comfort

A line with more original style and quality than any other, making it easy for the seller and insuring the greatest satisfaction to users.

No. 34, Phaeton Seat.

BEST TO BUY, SELL, OR USE.

No. 70, Auto Seat

The dealer who handles Glengarry vehicles not only has a line of vehicles that are easy to sell but is dealing in goods that will strengthen his standing in the community

SATISFACTION ALWAYS
CREATES
FRIENDLINESS

Over one hundred styles: Bike Wagons, Runabouts, Road Wagons, Buckboards, Stanhopes, Phaetons, Surreys, Democrats, Combination Wagons, Busses, Milk Wagons, Grocery, Furniture and all kinds of Delivery Wagons and Road Carts.

If You have not Received our Catalogue write for it.

Canadian Moline Plow Co., Winnipeg.

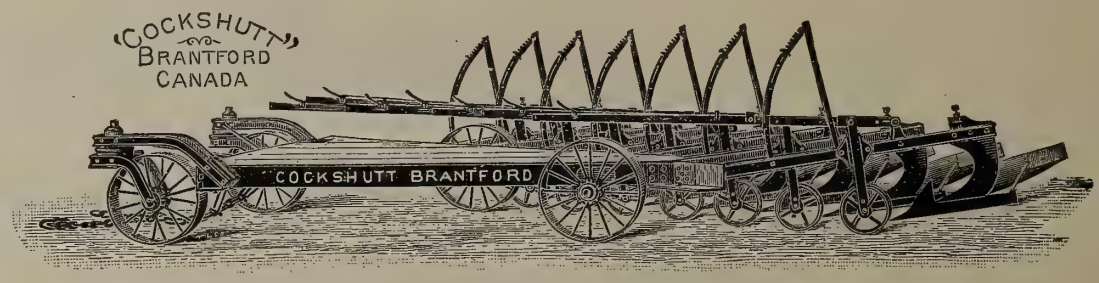
DO YOU REALIZE IT?

Cockshutt Engine Gangs

are the only traction plows that have proved a success in the hard and tough sod, and rough and stony lands of Western Canada, because they were specially designed to meet the demands of this country. Our reputation is behind our plows. They never fail to give satisfaction.

Individual Plows
Each bottom adapts itself automatically to any unevenness in the land. When one bottom strikes a stone it raises up and glances over without disturbing the rest of the plows.

Wide Jaws
where each individual plow is hinged to frame. This, with the extra heavy beams, absolutely prevents the bottom from "winging." The furrows are always of uniform depth and width.



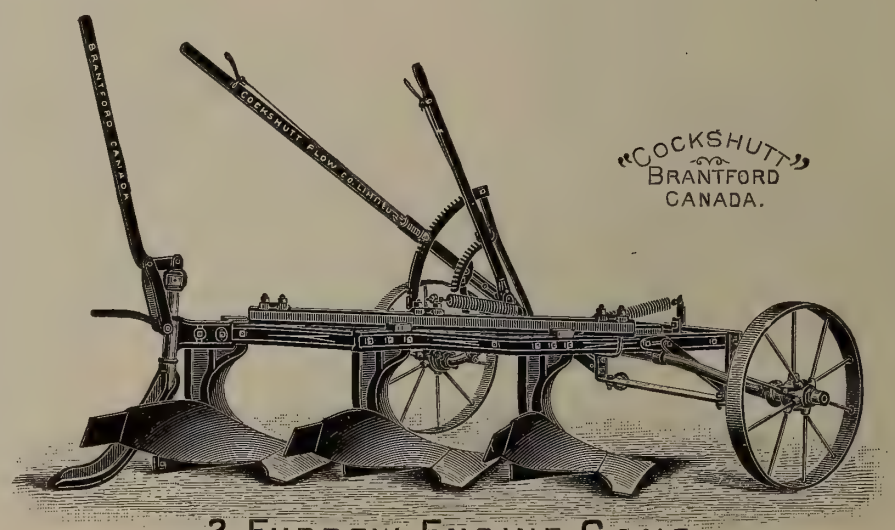
Side View of Cockshutt Engine Gang—7-furrow size

Straight Beams
which are very much superior to arched beams for traction plowing. Our heavy straight beams cannot bend or get out of position. Arched beams are liable to become partly straightened under the great strain of traction engines.

Great Strength
And the weight all in the right place.

We now manufacture a SIX FURROW FRAME to which can be attached 4, 5 or 6 of our 14 inch independent plows. This size has already met with a large demand for use with 18, 20 and 22 h.p. steam traction engines. The construction is the same as the seven furrow plow illustrated above.

The Frame of our 3-Furrow Engine Gang is especially constructed with a view to the greatest strength and rigidity. Notice the strengthening backbone clipped across the top of the frame.



3 FURROW ENGINE GANG

The shares and standards are extra heavy. It is equipped with either breaker or stubble bottoms, also rolling colters or fin cutters.

WRITE TO-DAY FOR NEW 1909 ENGINE GANG CATALOGUE.

COCKSHUTT PLOW CO., LIMITED

Winnipeg Regina Calgary Edmonton

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 5 WINNIPEG, MAN., MAY, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

The Magical Effect of Harmony

By Chas. Anderson in Farm Implement News.

Eight implement dealers whose establishments are located in a county which may be called Jimson for purposes of identification, gathered one evening at the home of John Jones, one of their number, in response to his invitation. There was Johnson, of Milldale, and Brown, of Batesville, who hadn't been on speaking terms for three years; also Smith and Peterson, of Carlington, who, judged by their own oft repeated opinions of each other, wore horns; also Miller and Thompson, of Greenfield, between whom competition had reached such a fierce stage that both were apparently trying to see which could stand the heaviest loss before taking the sheriff into partnership. Harrison was also there; Harrison who was Jones' nearest competitor, located only a few doors away; Harrison who, according to Jones, was a dog in the manger, refusing to sell goods at a profit or permit any one else to do so. This was also Harrison's opinion of Jones. In fact, not one of the eight dealers entertained a friendly feeling for any of the others up to one week previous to the time Jones sent out the invitations for a conference.

Jimson county is one of the smallest in the state. The towns are close together, so close that all of the eight dealers are competitors to a large extent. Farmers have been known to visit every one of the eight establishments for the purpose of getting the dealers to bid against each other for certain orders. Nearly always they were successful, buying first class machines at about the dealer's cost, sometimes at less than cost. Every dealer was to blame except the one who happened to be telling you about it. His own skirts were clear, for he had never cut prices until he was forced to do so by the offers made to his customers by one or more of the other seven. He could not allow the other fellows to get the lion's share of the business, even if he had to sell goods without profit. He would show them that he could stand the strain as long as they could.

It had never occurred to any one of the eight that the stories told them of low offers made by the others were false. When a farmer told Jones that he could beat his price on sulky plows over at Harrison's and could do still better if he wanted to drive over to Batesville, Jones replied that there wasn't any dealer in the county that could sell goods cheaper than he. Then he proceeded to prove it by quoting the farmer a price $1 or $2 less than the one he claimed to have been offered at Harrison's. So it went week by week, month by month. None of the eight was deriving even a good living from the business, much less laying up something for a rainy day. All were disposed to regard the implement business as the least profitable in the whole world of commerce.

But there they were, gathered at Jones' house for a "conference on trade matters," as Jones had put it in the invitations. It came about in this way: Jones and Peterson attended the convention of the state association of implement dealers the week before, for the first time. There they had a heart to heart talk on the condition of business in the county. During one of the sessions they heard dealers tell how the conditions in their respective communities had been improved by local organization. The conditions as the speakers described them were precisely the same as they were in Jimson county. Jones and Peterson glanced sheepishly at each other frequently during the discussion. It had begun to dawn upon them that they and the other six dealers in Jimson county were local association. On the way not overly bright. Also that Jimson county was sadly in need of a ference. Jones felt the same way about Harrison, but was willing to send out the invitations. To Harrison he sent a formal note by one of his clerks.

"Tell the old sinner I can run my business without any help from him or any other dealer," said Harrison, throwing the note into the stove.

Jones felt the insult keenly. He called Peterson on the 'phone and told him what Harrison had said. "I shall recall the other invitations," he said. "Don't," replied Peterson, "go and have a talk with Harrison. I swallowed my pride this morning and visited Smith to see what he thought of the scheme. He is somewhat skeptical, but willing to try it."

Jones, thoroughly enthused over the proposition, decided to act on Peterson's advice. Harrison received him coldly, but politely and listened interestedly while Jones repeated some of the things he had heard at the convention.

"That sounds good to me," he said, when Jones had finished. "I'll come. I also want to beg your pardon for the rude reply I sent to you by Harry. I did not fully understand the proposition."

There was not a great deal of cordiality in the greetings of the dealers as they gathered at Jones' house, although Jones did his best to show that as far as he was concerned the past was forgotten And after he had passed around the cigars and told a funny story the atmosphere cleared perceptibly. Then Jones and Peterson in turn repeated what they had heard at the convention, concluding with the opinion that a local association was just what the dealers of Jimson county needed to rescue their trade from the slough of loss.

"Do you mean an association to regulate prices?" asked Brown.

"In a way, yes," replied Jones, "but not in the manner you probably have in mind."

"There's nothing to it unless we can fix up a schedule of prices," growled Johnson.

"But that's contrary to the law," said Peterson. "That point was made very clear by the talk we heard at the convention. Besides a schedule of uniform prices is not practicable. We do not pay uniform prices for our goods. Some machines cost more to build than others of the same class and therefore command more money in the market. The dealer who handles them can get a better price than the one who handles a cheaper line. He would not be willing to put his line on a par with a cheaper one in the matter of price, nor could he reasonably expect the other fellow to hold prices up to his, and thus drive away the business which is attracted by a few dollars difference in the price. I know Smith pays less for the Blank sulky plow than I pay for the Dash and I wouldn't ask nor expect him to sell at my price. All I want is for him to make his price as much less than mine as his cost is less. On the other hand he handles a seeder which commands more money than mine, both in the wholesale and retail trade. Goodness knows I would like to sell seeders at the price he ought to have been getting, and would have gotten if we had been a little more friendly with each other, but I know I cannot do it."

"I guess you're right about that," said Johnson. "I hadn't thought of it in that way. Now that you have mentioned it I can seen that a price shedule wouldn't work at all in the case of buggies or farm wagons and a large part of our business is on those lines."

"There's no use talking of a price schedule," said Brown. "I know it is unlawful and that settles it as far as I am concerned."

"Me too," exclaimed Miller, "but what good can we do for ourselves without it?"

"Well," replied Jones, "we have made a start by getting together tonight. Suppose instead of agreeing on prices we make some agreements covering other things.

"Suppose we agree that we will have confidence in each other; that we will not believe every story of cut prices brought to us by the farmers; that we will telephone each other and ascertain whether or not a farmer is telling the truth when he reports an exceedingly low offer.

"Suppose we agree that we will not take any second hand goods in trade and that every machine must be settled for by cash or note before it goes out.

"Suppose we agree to quit canvessing and delivering goods and thus get rid of a heavy and unnecessary burden of expense.

"Suppose we agree to exchange information concerning the financial standing of applicants for credit with whom all are not acquainted; in other words, maintain a sort of credit information bureau.

"Suppose we agree to meet once a month or oftener and talk over the situation heart to heart.

"In short, suppose we agree to stand shoulder to shoulder and fight the common enemy instead of fighting among ourselves; do you doubt that we will get better prices and make our business more agreeable as well as more profitable?"

"You've struck the right lead," said Thompson. When I agreed to attend this meeting I supposed, of course, it meant regulation of prices by an agreement and I made up a schedule by way of suggestion. Now that I have seen that an agreement would be unlawful, maybe you think I wasted my time in getting up this list. Well, I didn't, for, gentlemen, here (waving a sheet of paper) are my prices after today. We may organize an association before we leave here tonight, or we may break up in a row, but as far as I am concerned the day of giving away goods is past. I propose to sell at these prices or not at all, regardless of what the rest of you do. If the rest of you prevent me from getting these prices I will drop out and leave the field to you. I can make more money loafing than any of us has made in the past year."

"Let me see that list," demanded Brown.

"I want all of you to make a copy of it," replied Thompson, "and if any farmer tells you that Thompson has offered him a machine at less than the price shown on the list, you can bet a ton of binder twine against a bushel of potatoes that it isn't true. You needn't bother to telephone unless you want to talk about something else. Just consult the list. That will be just the same as talking to Thompson. These are my prices and they're uniform. There's to be no discrimination in my establishment hereafter. Every customer will pay the same price."

"How about buggies and twine?" demanded Brown, who was copying the list.

"Well, it's pretty hard to make a list on buggies, but you can depend upon it I'll sell no more unless I can realize a decent profit. As for twine, I haven't bought yet and therefore can't tell what my price will be. It will include a living profit, you can gamble on that."

"Speaking of twine," said Jones, "we might co-operate in buying to our advantage, but we will take that up later. The question now is shall we form a local club?"

By this time everybody was enthused and the question brought forth a chorus of affirmatives. Within the next half hour the Jimson County Implement and Vehicle Dealers' Association was launched with Jones as president and Miller as secretary and treasurer. The meeting then resolved itself into a committee of the whole for the purpose of considering the various suggestions that had been made. It was decided to meet once a month or oftener on the call of the president. After partaking of an appetizing lunch prepared by Mrs. Jones the dealers went their several ways.

"Well, how did it work out?" asked the president of the state association after Jones had finished telling the foregoing story at the next convention.

"Much better than any of us hoped for," replied Jones. "All of us have made money this year, More than we have made in the last four years put together. We sold just as many machines as we would under the old conditions, too. That club is the best thing that ever happened down our way as far as the implement and vehicle business is concerned. We don't see how we got along without it."

"How about Thompson's list?" demanded a dealer in the rear of the hall.

"He was as good as his word," replied Jones. "And not wishing to drive so good a man out of business we did not try to prevent him from obtaining his prices."

"What is he going to do now that prices are advanced?" asked another dealer.

"Well," replied Jones, "Thompson told me the other day that he was going to make some changes in his prices and if any of us cared to see the new list he'd bring it over to the next meeting."

Showing Samples in Motion.

In a report of an implement dealer's "spring opening" it was stated that every sample machine that could be shown in motion was thus displayed, the exhibition attracting unusually keen interest. The affair was more successful than the dealer had anticipated, a result which doubtless may be attributed in part to the manner in which the machines were exhibited.

But why confine these displays of samples in motion to special occasions like the events called "openings?" If this method of showing goods attracts unusual interest on these special occasions it will produce the same result on ordinary occasions. If exhibiting a machine in motion increases the sales during a spring opening it will also have that effect at other times when prospective customers are present.

No doubt many dealers scoff at the idea of showing samples in motion, holding that unless the machine is new or represents a radical departure from an old principle, nothing is to be gained, says Farm Implement News. The farmers, they say, are well-posted on the whole line and require no knowledge that samples in motion will afford. But we notice that the machines shown in motion at the fairs always attract the largest and most interested crowd of farmers and dealers. The corn planters that are exhibited in motion constitute the most attractive exhibits in this line. The mower longest remembered is the one that has the gear wheel elevated so that the action of the pitman and knife can be shown. The crowds pass the still manure spreader and linger a long time near the one that is in motion. So it is with every machine in the list.

It is not practicable for the average dealer to install line shafting and belts and the requisite power for making a motion display, but there is nothing to prevent any dealer from jacking up the power wheel of a geared machine and turning it by hand to show the action of various parts. There is nothing to prevent a dealer from showing a gasoline engine in operation and this same sample will furnish the power for displaying feed grinders and the like, in operation. Suppose that a farmer seeking a hay tool outfit should find one dealer with his samples laid upon the floor or hung on nails on the wall and another with a complete outfit installed after the manner these tools are installed in the farmer's barn, thus enabled to show the action of the carrier, which dealer would stand the better chance of obtaining the order, other things being equal?

The term applied to advertising methods of this general character in other lines of trade is "demonstrating." They are considered the most effective selling aids in use and have been adopted by all progressive establishments. There is a certain force in sample implements in motion that is wholly lacking in still machines and for which no amount of explanation can provide a substitute.

The Non Association Dealer.

He didn't come—he don't believe
In these associations;
They're apt to make the public think
Of trusts and combinations.
He holds that dealers shouldn't speak,
For, if they are detected,
Of many awful business crimes
They'll likely be suspected.
And so he passes stiffly by
His rival when they're meeting,
And never gives him friendly word
Or pleasant smile of greeting.
He doesn't join, and doesn't come
To town for this convention;
To paddle still his own canoe
He says is his intention.
He jeers association work
As though he really meant it,
And yet he gets some good therefrom
Because he can't prevent it.
For his competitor is there
And making him his debtor
By trying hard to learn the way
That he can treat him better.

"Before money was invented some people were happy."

Brantford Windmills

For Power and Pumping

THE "Imperial," a perfect pumping windmill, has been on the market for a number of years. It has accomplished with ease what most mills have found impossible. It is made in 8, 10, 12, 13, 16 and 20 foot sizes, and embodies in its construction all the latest and best ideas of the foremost windmill experts in the country.

No crank pin or pitman box to require continual attention or get out of order.

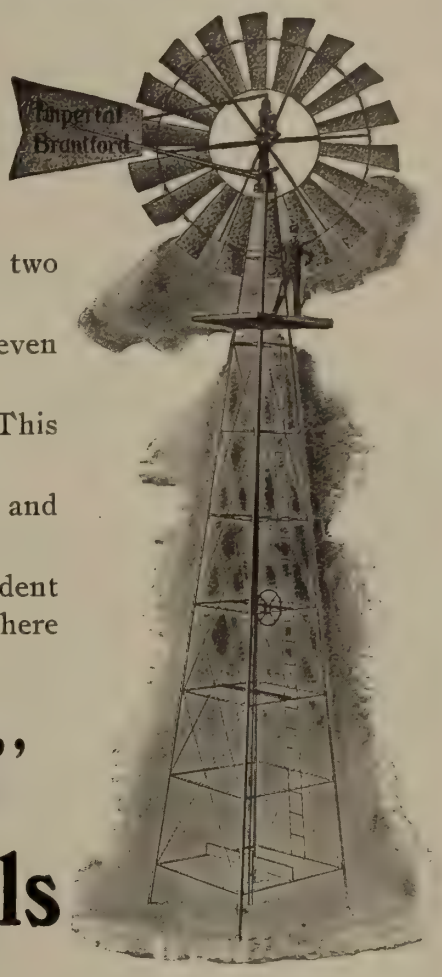
No bolts used in the construction of the engine, which has only one shaft with two large journals and bearings.

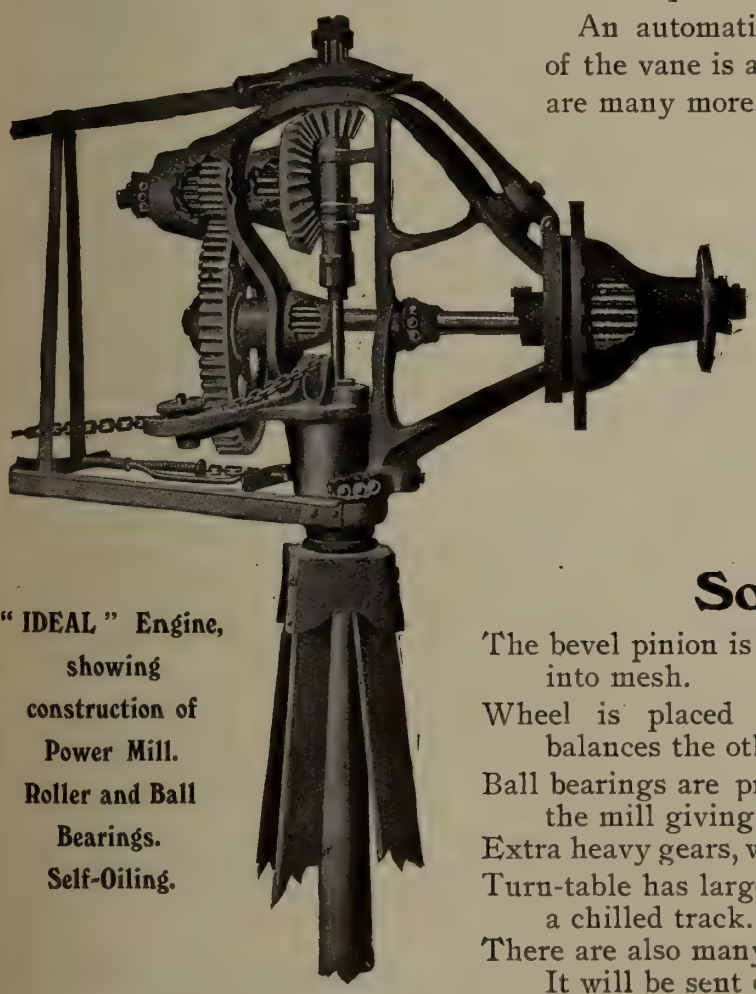
Specially designed reciprocal gear which causes the pump rod to maintain an even speed throughout its entire cycle motion.

To start this mill it is necessary to pull it into the wind to set it in motion. This arrangement is far superior to and safer than the pull-out style.

The governor is a specially patented device of the makers. It is automatic and will not allow the wheel to run above a certain speed.

An automatic brake that works independent of the vane is another feature of merit, and there are many more.





"IDEAL" Engine, showing construction of Power Mill. Roller and Ball Bearings. Self-Oiling.

"New Ideal" Power Mills

have reached the highest position in public opinion because they have been built with but one object in view; namely, to meet the requirements.

Some Principal Features:

The bevel pinion is placed on top, so that the bevel gears are always working into mesh.

Wheel is placed on opposite side to where the gears are — one counter-balances the other.

Ball bearings are provided which take off the end friction or thrust, insuring the mill giving most power.

Extra heavy gears, which are so fitted that any slack can be taken up in case of wear.

Turn-table has large steel balls to carry the weight of the engine. These run in a chilled track.

There are also many other points of importance. Get a catalogue covering them. It will be sent on request.

If you want to get the Windmill Business you must get the agency for the "Brantford."

Manufactured by GOOLD, SHAPLEY & MUIR CO., Limited, Brantford, Ontario.

COCKSHUTT PLOW CO., LTD.,

General Agents for Western Canada

WINNIPEG REGINA CALGARY EDMONTON

An Automatic Stooker Invented by Manitoba Man.

Within the last three or four years attention has been attracted from time to time by the invention of machines for shocking grain. Up to the present, however, none of these inventions, save in an experimental way, have been at work in the grain fields of this country, so that it is difficult for one to speak with any degree of accuracy as to the merits of the shockers, so far invented, when at work under all conditions and when confronted by the many detrimental influences that are bound to crop up during harvest time.

To the person in touch with the development that is taking place along this line it is apparent that the day is approaching when grain shocking by automatic machine will replace hand stooking. This is just as sure as the fact that the binder successfully displaced cutting by hand. Men, some of them backed by large companies with great capital, are grappling with the problem of a satisfactory automatic shocker. That in the course of time a perfect machine will be evolved there is no reason to doubt, and when such is produced the farmer will have something that will enable him to reduce his labor problems to a minimum, while the dealer will have a machine to sell that he can fully and conscientiously recommend for the work.

Among the most recent patents issued by the Dominion Government in this connection is one granted to Mr. James Homan, of Grand View, Man. This gentleman's invention is an absolutely automatic shocker. It attaches to the pole of the binder and has a supporting rod which prevents it from interfering with the harvester when turning corners. As the sheaves come from the knotter they are elevated on a canvas and dropped into a basket with their butts towards the front of the machine. When the required number of sheaves to make a stook are placed the driver of the binder trips the shocker which causes the basket to drop forward and downward. At the same time a compressor is released which compresses the heads of the sheaves together. As soon as the bottom is clear the sheaves drop butt down onto the ground. During this time the bottom of the basket serves to steady the stook. As soon as it reaches the ground gates on the rear spring open automatically allowing the stook to pass clear. This done the driver pulls a lever, close to his hand, which places the mechanism in gear and winds the basket up ready for the next stook.

According to the party who demonstrated this device to several machine men in Winnipeg it is estimated that it will weigh close to 900 pounds. The inventor claims that outside of tripping, and pulling into gear for rewinding, the stooker is absolutely automatic; in fact the model shown proves that. He claims that it will necessitate the addition of another horse, but contends that that it will not require any additional help, the driver being able to attend the tripping and pulling into gear without trouble.

The Canadian patent office granted Mr. Homan a patent covering sixteen points. He made application to the United States patent office for like privilege but the matter is still pending. It is altogether likely that such will be granted in a very short time.

Not only has the inventor the greatest faith in his invention, but a number of his townspeople have

Mr. DEALER

You can't **Fool The Farmers** they will have

Cater's Pumps and Star Windmills

Write for Special Offer on Pumps and Windmills for Spring Trade.

Address Dept. D

Brandon Pump and Windmill Works,

Brandon, Man.

Studebaker Drop Tongue

Note binding band and the reinforcing iron *regularly* furnished on all 3¼ inch and larger sizes, when drop tongue is specified. *It's just these little things that make the Studebaker the strongest and best wagon in the world.*

Be sure your goods will find you out.

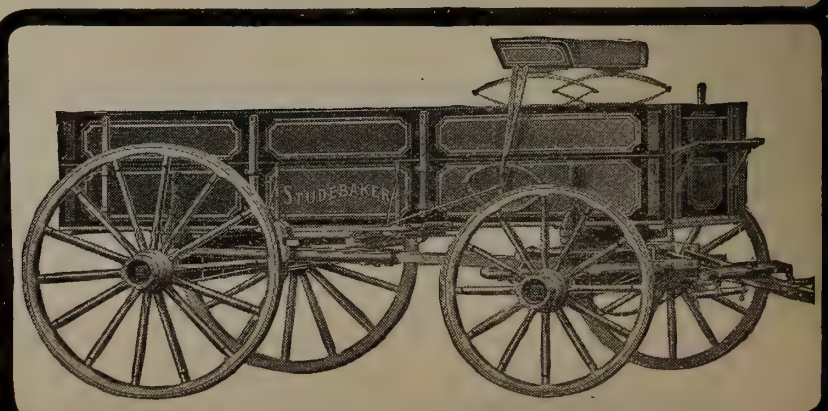
What has made the name Studebaker stand for so much in the vehicle world?—The Studebaker Wagon.

The **Studebakers** have always tried to build a wagon a *little better* than everybody else, and because *they succeeded* so well the **Studebaker** wgaon has made the name **"Studebaker"** synonymous around the world for quality. It will pay you just as well to handle quality goods as it has paid **"Studebaker"** to make them.

Your lasting success depends upon the quality of goods you offer for sale. That's why it pays to handle the **Studebaker** line.

It strengthens your business standing in the community. Because every time you sell a **"Studebaker"** wagon you make a satisfied customer. He knows he got his money's worth, and—

It always pays to give good measure. Just drop us a line and let us tell you about the **Studebaker** proposition to dealers.



Studebaker

BROS. MANUFACTURING CO.

South Bend, Indiana

demonstrated their interest. A company was recently formed under Manitoba charter, known as the Grand View Stooking Machine Co., Ltd., with an original capital of stock of $20,000. Mr. James Homan, the inventor, woodworker and carpenter, is president; Dr. J. Todd, veterinary surgeon, is vice-president, and Mr. R. A. Bruce, solicitor, is secretary-treasurer. Whether or not the company will manufacture or sell their patent outright, or on a royalty basis, is not yet known. The inventor intends to build one or two sample machines at a well known Winnipeg foundry in the course of the next few weeks.

Flax Twine Industry Developing in Canada.

Mr. J. L. Haycock, Dominion Inspector of Binder Twine, on request of the Department of Trade and Commerce, recently submitted a report covering the development of the flax twine industry in Canada. This is a subject dealers are more or less interested in and it should be profitable to read what the writer has to say on it. The article is as follows:

"Binder twine to the amount of about 30,000,000 lbs. was used in Canada during the season of 1908, all of which was made from fibre that Canada was obliged to import. At present, twine for the Canadian harvest is manufactured from manila fibre from the Philippine Islands, sisal from Yucatan and New Zealand fibre from New Zealand.

"The value of the fibre used in the Canadian industry would even at present prices, which are the lowest for eleven years, represent an outlay of over $2,000,000. And with the continued development of the Canadian Northwest the amount required annually will not only be more than doubled in the next ten years but will increase for many years to come. A large amount of time and money has been expended in Canada, United States and elsewhere in trying to obtain a native fibre that would answer the same purpose. The plant which seems to give the greatest promise of success and the one that has received the most experimental attention in this line is flax. But the great difficulty has been to invent some process by which the fibre could be separated from the woody matter or 'shive' in the plant.

FLAX FIBRE EXTRACTED BY ROTTING.

"Of course, the value of flax fibre for the manufacture of various fabrics, yarns, threads and twine has been long recognized and utilized for numerous purposes for hundreds of years, but the systems adopted in the past for extracting the fibre from the plant have been crude, slow and expensive. Under these systems it was necessary to put the plant through a process of rotting, or as it is commonly called, 'retting,' in order to get it into condition whereby the fibre could be separated from the plant.

"The first of these systems was known as 'dew retting' and consisted in spreading the flax straw thinly on the ground, turning it frequently and continuing the process until the action of the dew and rain had rotted it sufficiently to separate readily. The second, 'river retting,' consisted in placing the flax in large crates, sinking the filled crates in water and by weighing them with heavy stones keep them submerged until sufficiently rotted. The third system is known as 'tank retting' and consists of building large tanks in which the flax straw is placed, pumping water in and leaving until ready to separate. With these two latter systems the straw had to be taken out and dried before any further operation.

SUCCESSFUL SEPARATION BY MACHINERY.

"In order to overcome the difficulties in connection with these processes various machines have been invented for the purpose of separating the fibre without the 'retting' process. So successful have been some of these inventions that in Canada at the present time machinery is in use extracting the fibre from the unretted flax quite satisfactorily. In fact, the separation of the fibre from the unretted flax and the manufacture of it into various grades of shop, counter and other commercial twine, has passed the experimental stage and is now being carried on profitably.

"There has also been a small quantity of binder twine made from this fibre, which, it is contended, has done good work in the field, although it is thought that some slight improvements are still necessary before it will be perfectly satisfactory. These improvements will undoubtedly be made in a short time and the result will be materially beneficial to Canada.

YIELD WOULD BE 600 LBS. FIBRE PER ACRE.

"Under this process the yield of fibre is about 300 lbs. per ton of flax, and as the average yield of flax is about two tons to the acre it would mean about 600 lbs. of fibre per acre. The area of flax grown in the provinces of Manitoba, Saskatchewan and Alberta for the year 1908 was about 200,000 acres, which at 600 lbs. per acre represents a yield of 120,000,000 lbs. of fibre. If manufactured into binder twine the quantity would be four times as much as was required to tie the Canadian grain crop of 1908. At present all this flax after separating the seed is burned. There is annually paid out in Canada $2,000,000 for 30,000,000 lbs. of fibre while at the same time 120,000,000 lbs. of fibre is burned."

EDITOR. — There were 323,335 acres devoted to the production of flax in the three prairie provinces in 1908, raising a total crop of 3,158, 613 bushels.

Land Values and Wages for Canada.

From the statistical report issued for 1908 it is noted that the average value of farm lands for all the provinces in the Dominion was $33.70 per acre. In five provinces it was under $30.00, being $27.50 in Manitoba; $25.00 in Nova Scotia; $21.40 in New Brunswick; $20.40 in Saskatchewan, and $18.20 in Alberta. In Prince Edward Island the average was $33.70 per acre; in Quebec $41.90; in Ontario $47.30, and in British Columbia $76.10. The latter high valuation is owing to the comparatively large extent of farm land there in orchards and small fruits.

In the matter of wages for farm and domestic help the average for the whole country per month was $24.60 for males and $13.50 for females, and per year $209.00 for males and $130.00 for females. The highest averages prevailed in the Western provinces where they reached about $300.00 per annum for males and $160.00 for females. In Ontario and Quebec the average was $240.00 for males and $120.00 for females.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

NOAH WEBSTER

DID NOT FORESEE THE COMING OF THE

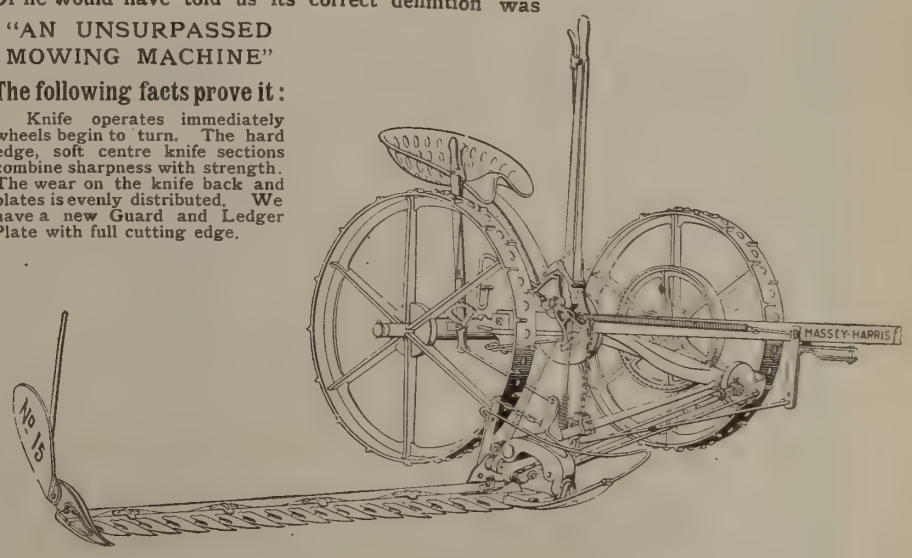
1909 Massey-Harris Mower

Or he would have told us its correct definition was

"AN UNSURPASSED MOWING MACHINE"

The following facts prove it:

Knife operates immediately wheels begin to turn. The hard edge, soft centre knife sections combine sharpness with strength. The wear on the knife back and plates is evenly distributed. We have a new Guard and Ledger Plate with full cutting edge.



Massey-Harris Co., Ltd.

WINNIPEG REGINA
SASKATOON CALGARY

Annual Fire Loss Aggregates Large Amount.

In 1908 the fire loss of the Dominion reached the astounding sum of $22,053,550. Imagine it. For every month of last year the country suffered to the extent of $1,837,796 through fire. Dividing the total amount equally between the nine provinces the average loss to each was $2,450,294.

With this statement before them business men have an opportunity for asking themselves whether or not insurance rates are too high. Until the possibility of such immense losses through conflagration is materially reduced is there likely to be any decrease in the cost of insurance? is a question that follows fast on the heels of the previous sentence.

Prevention of fire is a matter that demands the closest attention of our provincial, civic, and municipal authorities, as well as of all citizens in private life. Everybody knows that "An ounce of prevention is worth a pound of cure," but nowhere is its merits more truly shown than in the case of fire. If preventive measures were more generally adopted and looked after there is little doubt but that the annual loss from this source would be greatly lessened.

Becoming aware that some steps were necessary to prevent such enormous losses through such causes the Manitoba Government, three years ago, appointed a Fire Commissioner, and is still the only province in the Dominion to have such an official. The report of this officer for 1908 has just been received. It shows that the total fire loss of Manitoba for last year aggregated $537,081, which was something less than half the amount of the previous year. Going over this report it is noticeable that Winnipeg's 1908 fire account reached $209,918, while the balance for all the rest of the province was $328,163. Last year carelessness with matches cost Manitoba over $100,000; defective chimneys, furnaces and stovepipes taxed the province $107,000; defective electric wiring further increased last season's loss by something like $40,000; explosions of lamps and lanterns occasioned a loss of $14,950; incendiary and suspicious fires were responsible for losses totalling $25,000; prairie fires were chargeable with $3,600 damages, while in addition the starting of fires with coal oil was accountable for the loss of eighteen lives.

Among many people there is an impression that insurance payments recreate destroyed values. This is entirely erroneous. Every man must suffer a loss in stock and property, unless he is illegally over-insured, when he has a fire, to say nothing of the loss through his business being thrown into a chaotic condition.

As a man of influence in his own town every dealer should exert himself to see that everything is done that can be done to eliminate losses through fire. Seldom does the fire originate in the establishment of the implement man, though many have suffered through the destruction of adjoining stores. Under present conditions the dealer who is following the wisest policy is the one who sees to it that his building and stock carry the limit of protection in the form of fire insurance.

Issuing House Organ.

Number 1, of volume 1, of "The Dairy Bulletin," the official house organ of the Vermont Farm Machine Co., of Bellows Falls, Vt., makers of the well-known U. S. cream separator, came to our desk a short time ago. In size it is 11½ x 8½, is printed in nice distinct type, well spaced out. This issue contains twelve pages of reading matter and several illustrations. No doubt they will be pleased to add your name to their mailing list if you will drop them a card.

Into the Thresher Business.

Announcement is made that the International Harvester Co., have concluded a contract with the Buffalo Pitts Co., of Buffalo, N. Y., to handle their line of threshing engines, separators, and other thresher accessories for the whole of Western Canada.

Milking Machine Tests.

At the Wisconsin Experimental Station tests of milking machines have just been concluded after extending over a period of twenty months. According to reports it is evident that machine milking is both practicable and economical where twenty or more cows make up the dairy herd, providing the milker is under the charge of an efficient operator.

During the course of the experiments cows were milked by machines continually for from four to sixty-two weeks, or an average of twenty-six weeks each. From the report the cows suffered not at all in the change from hand to machine milking. Tests were conducted with the same cows by both methods and the average production was practically the same. It was necessary, however, to strip the cows by hand after using the machine.

In this case the machines were operated by electric motor at a cost of about two cents per hour for each machine. One of the most prominent features in favor of the machine was the great saving in time effected. It was found

Cream Separators that Sell Themselves

Just imagine this conversation and it's no great task to imagine it, for it happens every day:

Customer—"Have you a cone separator?
Dealer— "No, but I have a separator here that—"
Customer—"Have you an EMPIRE DISC?"
Dealer— "No, but I have a separator here that—"
But the customer had walked out disgusted.

The cow-owner of this country thinks for himself and he **wants what he wants, not what a dealer wants to sell him.** If you have **only one** kind of separator to sell, you have to prove that **one kind** is best.

If you sell the Separators of

"The Empire Line"

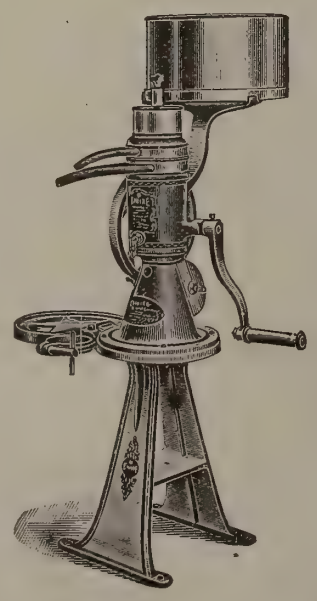
in a full range of sizes and capacities; if you are selling

The Frictionless EMPIRE
(The Cone Separator)
THE
Center Feed EMPIRE DISC
(The Perfected Disc Separator)

you are bound to make the sale, for you have both of the really standard methods of separation and

The Machines will Sell Themselves

Send us your name and address, and let us give you a proposition whereby you can meet any kind of cream separator competition, no matter what it may be.



Empire Cream Separator Co. of Canada
Limited

WINNIPEG TORONTO

Raymond Mfg. Co.
Ltd.
Of GUELPH
312 Donald Street
WINNIPEG

The Sign of Quality

MAKERS OF THE FAMOUS

National Cream Separators
The Farmer's Choice
The Dairyman's Favorite
The Dealer's Best
Business Getter

Raymond Sewing Machines
The Best for the Home
BECAUSE
Mechanically Perfect
Light and Easy Runners
Most Durable Best Work

Write for Catalogue and Agents' Terms

RAYMOND MFG. CO., LTD., of Guelph
312 Donald Street WINNIPEG

that where four cows were milked at once about five minutes time was saved on each, or twenty minutes in all. More time, proportionately, was saved when the number of cows milked by one machine was increased to six.

All the milk from the various tests was submitted for bacteriological examination. The findings showed that the milk taken from the cows by machine was less in germ content and of improved keeping quality than that secured by hand. Thorough veterinary examination at the conclusion of the experiment proved that the milking machine had no detrimental effect on the udder or general health of the cow.

Saskatchewan Buys Telephone System.

After carrying on negotiations for something over a year the government of Saskatchewan concluded a deal the latter end of the past month whereby they purchased the entire system of the Bell Telephone Co., in that province. The price paid was $367,500, the terms of payment being spot cash. Of this amount the company will return a sum in the neighborhood of $10,000 covering unearned rentals. Before concluding the negotiations the government had two independent valuations of the system made; one by experts of the department and the other by an expert from outside. The transfer of the property took place at midnight, April 30th. It is understood that the government of Saskatchewan will take over another private company operating out of Moose Jaw.

So far as the Bell Telephone Co is concerned this concludes their operation in the prairie provinces of Western Canada. The eyes of the people of North America are watching this experiment in public ownership of telephones.

W. J. BLACK, B. S. A.
PRINCIPAL
W. J. CARSON, B.S.A.
PROFESSOR OF DAIRY HUSBANDRY

Manitoba Agricultural College
DAIRY DEPARTMENT

Winnipeg, Man., 14th Aug., "08.

The De Laval Separator Co.
Princess St.

Dear Sirs:-

I have before me your letter of the 12th inst., in which you ask for particulars concerning the butter-making competition held at the Winnipeg Industrial Exhibition this year. The rules and regulations governing the competition were as follows:-Each competitor was required to separate a given quantity of milk, the cream thus produced to be ripened and churned at the end of 24 hours. Competitors had the privilege of choosing any make of separator they might wish to use. Prizes were awarded in three different sections as follows:-

Section 1. Home Dairy buttermakers. Instructors or assistant instructors (past or present) and first prize-winners at a previous Winnipeg Exhibition shall be debarred.

Section 2. Open to students or ex-students. Instructors or assistant instructors (past or present) and first prize-winners at a previous Winnipeg Competition shall be debarred.

Section 3. Free to all. Open to all.

The object of the competition was to test the knowledge, ability and skill put forth by the different competitors in converting the fat of the milk into butter of fine quality. In no shape or form did it consist of a test or comparison of the different machines in use, neither was there a prize offered or awarded for such. As Director in charge of the exhibit, and also judge of the competition, I took special pains in making this clear to the representatives of the different machines, yourself included. Tests of the whole milk, skim milk and cream from each machine were made daily. These have not been given out to the public and are still in my possession. Without a knowledge of those tests I fail to see how any firm or individual can draw any conclusion or form a comparison of the work done by the different machines used in this competition.

Yours very truly,

W. J. Carson

A LIE NAILED

SINCE its inauguration, there has never been held at or in connection with the Winnipeg Industrial Exhibition a test of Cream Separators, nor any discriminatory award made for them, and the object of the Home Dairy competition each year has been just as set forth in letter of Professor Carson, reproduced herewith.

The dairy public is entitled to the information contained in Mr. Carson's letter because of a circular widely distributed by a certain separator manufacturer in which it is deliberately and falsely stated that the machine manufactured by him was awarded first prize at Winnipeg Industrial Exhibition in 1908. The manufacturer in question has not dared to make his claim in any reputable newspaper or farm journal, but has resorted to the circular referred to knowing that by doing so he would less readily be called to account for the misrepresentation. It is a matter of common knowledge to separator manufacturers that the offender followed the same tactics in one of the older provinces until exposed. In this case we have the best reason to believe that he had assurance that the records of the skimming of machines used in the Dairy Competition at Winnipeg, 1908, would not be given to the public, and only on this condition allowed his machine to be used.

The following official statement of the results of the Home Dairy Competition of 1908 is interesting when placed beside the misleading circular:—

FREE FOR ALL

First	F. W. Armstrong	using	De Laval
Second	A. H. Matheson	"	Empire
Third	Miss E. Henricksson	"	De Laval

STUDENTS OR EX-STUDENTS OF ANY DAIRY SCHOOL

First	A. H. Matheson	using	Empire
Second	Miss E. Henricksson	"	De Laval
Third	Miss Lewis	"	De Laval

OPEN TO THOSE WHO HAVE NEVER TAKEN A COURSE OF INSTRUCTION AT ANY DAIRY SCHOOL

First	Miss A. W. Green	using	Magnet
Second	Miss Carrick	"	National
Third	Mrs. Taylor	"	De Laval

Five users of De Laval Separators received awards, and if this is accepted as an endorsement of the De Laval by the Dairy Department, then the author of the misleading circular has been struck by his own boomerang.

The De Laval Separator Co.

MONTREAL **WINNIPEG** VANCOUVER

Profitable Specialties FOR Progressive Dealers

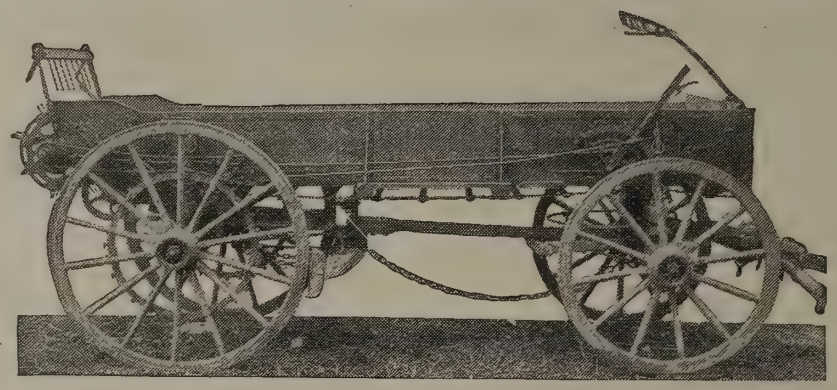
The Detachable Manure Spreader

"A Spreader For Every Farmer."

The biggest trade winner ever offered you. Every farmer can afford one. It consists of a spreader head and wagon box, built to fit the ordinary farm wagon gear. Manufactured, sold and warranted by

PARSONS HAWKEYE MFG. CO.

To convert the Detachable Manure Spreader into a wagon all that is necessary is to unhook the chain and remove the apron. By removing two bolts the entire spreader mechanism, intact and self-contained, may be taken out, leaving a regular farm wagon box.



To convert the Detachable Manure Spreader to a wagon it is not necessary to remove the entire spreader mechanism and the box. All that is required is to take away the beater and replace it with an end board. One man can do it in ten minutes.

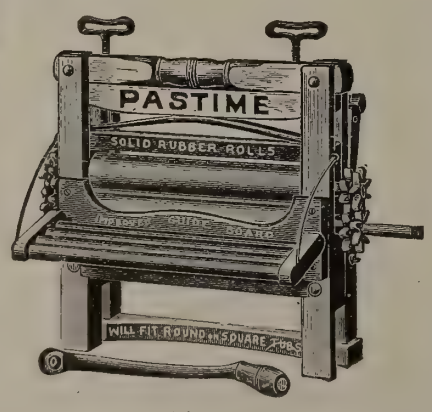
Lightest draft possible, driven from both rear wheels direct to beater. Apron and load drawn to beater by an eccentric on the beater shaft, operating on a ratchet wheel on the apron shaft. Two horses can handle the machine with ordinary ease. Capacity forty bushels. Nothing intricate, nothing delicate, nothing hard to understand. Thrown in and out of gear by large lever. Four different speeds of delivery. Large beater with spikes close together. Tears manure thoroughly and distributes it evenly.

Sold under as strong a warranty as it is possible to write. **SEND FOR ILLUSTRATED CATALOGUE, mentioning this journal.**

The Pastime Washing Machine

Simplicity, Durability, Clean Washing,
Quick Work, Fully Warranted, Easily Operated

Warranty: We guarantee the Pastime Washing Machine to wash the clothing Quicker, Cleaner, and to operate easier than any other hand-power washer on the market. We further guarantee it to be well made out of good material throughout.



The Pastime wringer is the best wringer ever built. Fully gurranteed. Fits the Pastime washer or any round or square tub.

Mr. Dealer: You may have an idea that washing machines should be sold by hardware stores only. We can prove to you that scores of implement dealers in Canada have made more money during the last six months selling the Pastime Washing Machine, and with practically no investment, than they have made on all the implements they have sold during the same time.

The Garden King Disc Cultivator

Handy, Strong, Adjustable

This disc cultivator is the most useful as well as the best garden tool made. These points ought to count with you.

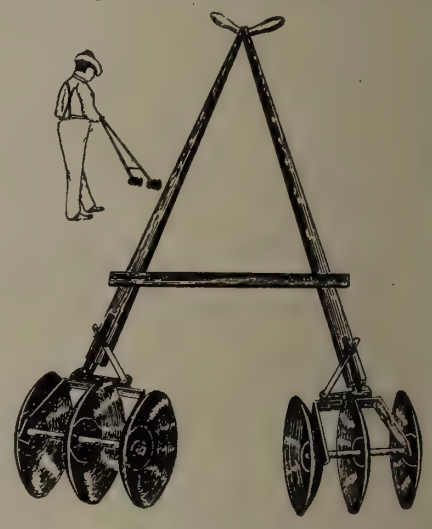
No trouble about scouring.

No special care to keep from rusting.

Turns over all the soil to its full width, therefore destroys all the roots, not merely covering up the weeds.

Can be adjusted so as to level the ground, taking the place of a rake in preparing for seed.

The Garden King disc cultivator is the handiest, as well as the best garden tool made.



One can do as much with a disc cultivator as six men can do with a hoe, and do it better. The Garden King will cultivate 0 to 3 inches deep, and can be set to throw the ground away from the plants as well as towards them. The discs are 6½ inches in diameter, and the frame is all steel construction, every part will bend, instead of break. The weight of the Garden King is only about 11 pounds and will run easier and do twice the work of any garden plow on the market.

Every dealer should have the Garden King in stock to catch the eye of his customers.

SEND US A TRIAL ORDER.

Parsons Hawkeye Mfg. Co. Winnipeg

Calgary.

General conditions in this territory are very favorable for 1909. The only feature that might have been improved being the weather, which, while usually fair, has been quite chilly the greater part of April. As a consequence seeding is considerably delayed. Now that fine weather has set in, work is being pushed rapidly. A very largely increased acreage is being sown all through central and southern Alberta, which in conjunction with the great influx of settlers has made all business, and particularly the implement business very satisfactory up to date. There is not a firm doing business here but has had a largely increased trade over any previous year for the same period. A fair proportion of the business has been cash which is a particularly favorable feature.

The class of settlers coming in this year is excellent, made up principally of Americans with a good sprinkling of farmers from Ontario. They are settling generally over the whole of central and southern Alberta, although probably the one point obtaining the largest share is Stettler. An enormous number of settlers are making that their objective point.

A very large number of steam plowing outfits are being sold and for 1910 there will be an increased acreage even over this year of at least 20 per cent.

Mr. W. J. Hunt, manager of the Massey-Harris Co., here, visited a number of points in the territory the past month. He reports an excellent spring trade.

The regular monthly meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held in Calgary on Saturday, May 1st, at the Dominion Hotel. Considerable business of importance was discussed.

Mr. J. A. Latimer, manager for the Cockshutt Plow Co., spent a week in the north during the end of April, visiting Edmonton and the Wetaskiwin branch of the C.P.R.. Mr. Latimer is greatly pleased with the spring business, which has greatly exceeded former years. He reports an extra good trade in their engine gangs.

Mr. Geo. E. Hunter, who for some years has had charge of the territory between Calgary and Wetaskiwin for the Cockshutt Plow Co., has decided to retire from road work and is going into the insurance and real estate business in Calgary. We understand Mr. John A. Flanagan, an old machine man has been appointed to the position made vacant by Mr. Hunter retiring. The change took place May 1st.

The appointment of an organizer for the Interprovincial Retail Implement Dealers' Association is good news to large numbers of Alberta dealers, who are pleased to see definite action taken along this line. This province will be a good field for active work, as a great many dealers have wished for such an organization, and have only waited for the initiative to be taken before pushing it ahead themselves. The organizer can come along as fast as he pleases.

Mr. W. E. Hall general agent for the Frost & Wood Co., here, attended a conference of Western representatives of that company held in Regina, the latter part of April. Mr. J. E. Ruby, general sales manager from Smith's Falls, was also present, accompanied by Mr. J. P. Minhinnick, manager at Winnipeg. Mr. Ruby returned east while Mr. Minhinnick visited a number of points in Saskatchewan accompanied by Mr. Campbell, the Saskatchewan representative, after which he came to Edmonton where he was again joined by Mr. Hall and together they visited a number of Alberta points, following which Mr. Minhinnick returned to Winnipeg. He, however, spent several days in Calgary before leaving.

Do You Read Contracts ?

How often some fellow says, "Well, I did not read that contract, I supposed it was alright." Did you ever stop to think how blamed foolish such a statement sounds coming from a man who poses as a business leader and is supposed to have a little sense? It is not always the contract that contains a whole lot of fine print which is not read, neither is it always the little "one-horse" retail merchant who does not read his contract. Some of the most surprising and foolish claims made because a contract was not read have been made by wholesalers—men whom you would suppose, from just ordinary business experience and intellect. would understand more about a contract without reading it than some of them claim to understand with the contract in their hand, printed in plain English.

Know what you sign, know exactly what it says and don't sign a blamed thing until it says what you want it to. If a salesman tells you goods can be exchanged, make him put it on the order, then you won't have to go around like a little "kid" claiming the understanding was so and so. If a contract is not worth the time it takes to read it, then it is a good thing to let alone. If every merchant would read his contracts before he signed them, lawyers and courts would have less to do.

As an illustration, we lately heard of a case where some merchants in Milwaukee bought some of these cheap jewelry combinations, and it seems they understood from the salesmen that $10 of the amount was to be paid in ten days and the balance some time. They took the salesmen's word and signed the contract and when the goods arrived the contract showed up reading that $10 was to be paid on receipt of goods and the balance in ten days. Of course they said the contract did not say so, but there it was.

It is poor policy to take the other fellow's say so in a matter of signing a contract. Always know the full extent of your liability before you put your pen to paper.

"Nobody can compute the value of a smile; a frown has lost a kingdom."

"In the realm of the birds, the lark is the Optimist, the crow is the Pessimist. Why be a crow?"

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Box 301 Brandon.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

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CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA.

MAY, 1909

No Greater Satisfaction.

There is no lasting satisfaction in life greater than the knowledge of work well done. "Something accomplished, something done," is the splendid refrain that cheers the heart and comforts the soul of many a man past the labor and heat of the day, and who, at the eventide of life, has nothing but memories of past achievements with which to solace his thoughts.

When a man approaches that period in life the conviction is borne in upon him that the measure of success lies not in the amount of gold that he has accumulated, but in what he has accomplished towards the improvement of conditions in his community or towards the betterment of humanity.

Life demonstrates that all men can not be rich in worldly wealth. Where the plutocrat is found there is the pauper. Under the present laws of society the one is as inseparable from the other as light from day. Death shows that "there are no pockets in a shroud." So far as people know all property remains on earth after the owner has passed to his last long rest. And so it will be until the end.

Character, on the other hand, lasts beyond the grave, only mists of time eventually envelope it. Moreover it may be gained by any man, without regard to his nationality or creed, or as to whether he be poor or rich. Character is moulded, and developed through work, and biography shows that the men of the highest character were the hardest and most conscientious workers. As a rule it is the man who enjoys a good reputation among his fellows that knows the satisfaction of work well done.

Should Dealers Figure Salary?

Since our last article entitled "Record of Costs Essential to Profits," in respect to cost accounting systems, which appeared in our April issue, a dealer, who recently called on us, submitted the following question to us: "Should a dealer, in figuring his expenses, pay himself a salary?"

Many members of the trade will contend that the difference between the entire cost of the goods and the money realized for them should be reckoned as the salary of the owner of the business. Others will argue that a dealer should include what he pays himself in the cost of operating his business, and that whatever is made over and above the total expenses should be applied as profit on the investment.

From a purely business point of view the latter contention certainly has the most to recommend it. The time and labor that a dealer expends in looking after the development of his business is just as much a portion of the expenses as the wages of his assistant or assistants. Logically, then, it must be figured in as a part of the expense. The owner's time and labor is not profit and it should not be reckoned as such. Only that which is over and above total expenses is profit and the most of the latter commodity that the dealer can get is what he wants.

Population Climbing.

According to the latest statistics issued the population of Winnipeg is now 122,500. It's a pretty safe gamble that with a fair field and no favors it will be up to the hundred and a quarter thousand mark by this time next spring.

Do Away with Free Repairing.

Binder repairing without making a charge for the time and labor expended is a poor, poor policy for the progressive dealer who wants to make the greatest success of his business and who wants to reap the largest profits from it. As a rule the subject is one dealers try to avoid in the matter of discussion and it is undoubtedly a sore spot among members of the trade.

During the convention of dealers held in Winnipeg in February the wisdom of repairing binders without cost to the owners was introduced in the form of a question. From what the different speakers said it was evident that the trade as a whole were suffering a tremendous loss each year. In the course of argument it was indicated that education in the right direction was the only course by which the elimination of this evil could be brought about.

There is no doubt about it that the man who leaves the free repairing of binders alone is much ahead of the game at the time he balances his books. Fear is what stops dealers from charging for whatever repair work they do; —fear that the owner of the binder will go elsewhere for his goods when he is again ready to buy.

The dealer's stock argument in support of the policy is "Well, I do it because my opposition does." and so the thing prospers: the farmers gain and the dealers lose.

When the farmer purchases a binder he gets a guarantee with it that provides for a specific period against any defects in workmanship or against faulty material used in construction. Within the life of the warranty there is some justification for a dealer seeing to it that the machine is kept in the best of order. When the guarantee has expired it devolves upon the farmer to take care of the repairs or to pay for them when the dealer is called in. No dealer should carry gratis repairing beyond the life of the stipulated period of the warranty.

Now, when one gets right down to the bottom of the question there is really no more reason why a farmer should expect any dealer to fix his old binder free of charge than there is for the dealer to expect that the shoemaker will repair his old shoes without making a charge for the labor expended and the material used. Look at it from any point you will is there any reason for any dealer doing something for nothing?

During the next few months farmers will commence to haul out their old binders and begin to get them in shape for the harvest season. No doubt but a very, very few of the dealers will fail to get requests to repair some of these machines, and none of them will be expected to charge anything for their work in conection therewith. Up to this time the trade have not acted with any degree of unanimity on the proposition so that it is a matter for individual decision in every case. How are you going to treat such requests? Don't you think it would be wise for you to talk the matter over with your competitors in an effort to come to some understanding that will make the business more profitable both to them and you. There is ample need for such a move among the dealers of the different towns and villages of the West, and if you as a dealer, in one of these places, can do anything so that you all reach the conclusion to eliminate free harvester repairing, beyond the life of the guarantee, you will have rendered the trade a valuable service, one that will tend to improved conditions and greater profits in the business.

Make Your Preparatious.

Have you given your customers to understand that at the maturity of their notes you will expect payment this year? The question is prompted by a desire to help dealers avoid trouble in connection with their settlements this fall. Every jobber and manufacturer in the business will expect his money when it is due and on that account it is compulsory that dealers make every provision for the collection of their accounts just as soon as date of settlement is reached.

An Interesting Experiment.

Despite the agitation in the past on the part of Canadian manufacturers the Dominion Government hesitates about doing anything in the matter of industrial education. The province of Nova Scotia has grappled with this problem, however, and has established a college for the purpose at Sydney, under the direction of Prof. G. Sexton.

Join the Association Now.

"Join the Interprovincial Retail Implement Dealers' Association." That should be the slogan of every man in the implement and vehicle business who wants to see many of the existing evils eliminated and many improvements instituted.

During the past month the organizer got to work and already the membership list has been very materially increased. Already several towns through north-western Manitoba have been visited, and the reception that he received at these points is very encouraging, and indicates that the trade are deeply interested in the movement.

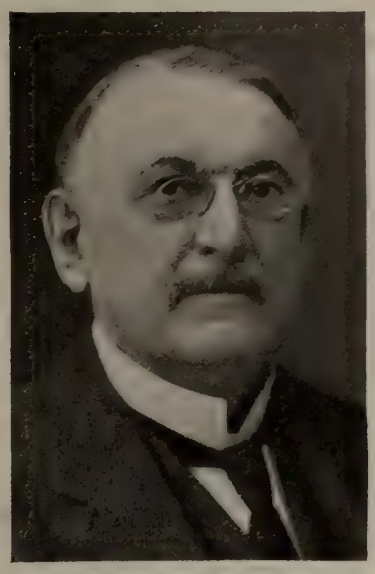
It would be almost too much to expect that every dealer approached would accept membership. Few have turned the organizer down, but those that have, stated that they might come in later when they saw how the Association progressed.

In every circle of business men are found who prefer to hold back about taking up with anything new until its value has been proven and its worth demonstrated. While caution is a commendable quality in humanity there are some men blessed with an overdose of it.

So far as the association is concerned there is no valid reason why any man who is engaged in retailing implements and vehicles should refuse to join, on the ground that he desires to see the progress made. If all were to follow the same policy where would the association get off? The objects of the organization have been recounted time and again. In brief they may be summed up in the statement that the association aims to make the business better, safer and more profitable. Is it not worth $5.00 of any dealer's money to attain such an end?

Appeal is made to give the matter thought. The subject is a vital one. It demands attention and action. One dealer joining many encourage some weak-kneed brother to come in, and it will give added inspiration to the organizer. That the association will make progress there need be no doubt. The men behind it are there with a purpose. Help them in their efforts by becoming a member.

"Go bury thy sorrow, the world hath its share. Just smile."



The Late C. B. FROST

Prominent Canadian Manufacturer Dead.

Mr. Charles B. Frost, vice-president of the Frost & Wood Co., of Smith's Falls, Ont., and one of Canada's most prominent manufacturers, died very suddenly at his home in Smith's Falls on the afternoon of April 22nd.

On the Monday preceding his demise Mr. Frost was at his office and through the Frost & Wood shops, and to all appearances was in splendid health, exhibiting all his usual energy and interest in the affairs of the company. During the evening he became ill. His physician was summoned, but it was not thought that he was in a serious state. The following day, however, he became gradually weaker and at about three o'clock his heart failed him and he passed quietly away.

Deceased was sixty-eight years of age, having been born at Smith's Falls in 1841. He secured the greater part of his education there and when a youth entered the works of his father, the late Ebenezer Frost. No one was more conversant with the details of that business than the late gentleman and for ten years, prior to last March, he was president of the company. At that time he refused re-election and his brother the Hon. F. T. Frost was elevated to that position, the deceased becoming the vice-president.

Mr. Frost visited the West on many occasions and always expressed unbounded confidence in the future of the country. His last visit was made in September at which time he was much gratified with the result of the season's labors.

He was of an unusually quiet and retiring disposition. Among his friends and competitors he was greatly respected both for his unswerving probity and integrity as well as for his acknowledged ability. He was held in the highest esteem by the people of Smith's Falls, as was shown by the large concourse that witnessed his funeral. Prominent implement manufacturers and others from all parts of Eastern Canada were in attendance. A large anchor, sent by the Western office staff of the company, was one of the many magnificent floral tributes.

Pickler Inventor Dead.

At Carberry, Man., on April 26th, Mr. Robert Davidson, another pioneer of the West, passed away, death being due to heart failure. The late gentleman settled in the Carberry district some thirty-odd years ago. About ten years ago he left the farm and located in the town where he has since resided. The deceased was more or less known to the trade through being the inventor of the original endless screw grain pickler, an invention that brought him considerable prominence, and made him considerable money. He was possessed of great mechanical ability and in addition to producing a pickler, invented and patented many other articles of merit. He was very highly respected among his townspeople. Surviving him is his wife and a grown-up family of four.

United States Foreign Trade in Implements, Etc.

During 1908 the manufacturers of the United States shipped to foreign countries agricultural implements worth $25,597,272. This valuation was made up as follows: mowers and reapers, $14,622,616; plows and cultivators, $3,231,342, and all other lines, $7,410,981.

The report shows that Canada imported less goods from across the line in 1908 than in the year previous, the figures standing thus: 1907, $2,515,000; 1908, $1,879,000. Russia was Uncle Sam's largest customer last year, taking goods to the value of $4,994,000, while Argentina was second with $4,976,000.

Personals.

Morden, Man., has a new dealer in the person of Mr. C. C. Milne.

Mr. John L. Pinder is reported to be located at Stockton, Sask.

Johnson Bros. have commenced selling implements at Justice, Man.

Klien & Crusher are new dealers at Goodeve, Sask.

Kinistino Implement Co., have commenced business at Kinistino, Sask.

McWilliams & McAulay have started selling implements and vehicles at Snowflake, Man.

Mr. J. Day has bought the implement and vehicle business at Melville, Sask.

Riddett & Rosholt have commenced selling implements and vehicles at Hubbard, Sask.

The Lockwood Implement Co. have opened for business at Lockwood, Sask.

McNeil & Simpson commenced selling implements and vehicles at Yorkton, Sask., a short time ago.

Mr. William Sargent has commenced in the wagon business at Cochrane, Alta.

Mr. E. J. Sinclair secured the branch business of Cook & McDowell, at Bienfait, Sask.

Booth & Miller have succeeded Legget & Campbell, at Bender, Sask.

Mr. A. A. Ellis is the name of a new dealer at Bradwardine, Man.

Mr. M. McKague is reported to have retired from business at McTaggart, Sask.

Mr. W. H. Heddle has opened an implement and vehicle business at Rocanville, Sask.

Mr. D. McNichol has taken over the business of Anderson Bros., at Wadena, Sask.

Mr. W. Wagman established an implement and vehicle business at Odessa, Sask., a short time ago.

Mr. J. J. Kelvie has commenced an agricultural and vehicle establishment at Froude, Sask.

Crerar & Langdon, dealers at Govan, Sask., have admitted Mr. W. J. Cuff as a partner.

Mr. I. G. Lowen, is the name of a new dealer at Dalmeny, Sask.

McHattie & Hart have purchased the business of Johnston Bros., at Govan, Sask.

Mr. A. Curtis, who has operated a general store at Macdonald, Man., for a number of years has added implements and vehicles to his stock.

Mr. R. A. Black opened up in the implement business at Rokeby, Sask., recently.

Mr. A. M. Howe has commenced in the implement line at Griffin, Sask.

Mr. H. Dauphinais has taken over the business heretofore conducted by Loire & Dauphinais. at Dumas, Sask.

Mr. Robert Scott has opened up in the agricultural implement and vehicle business at Glenella, Man.

The G. H. Hurlburt, Co., of Wolseley, Sask., have added another branch to their number by opening at Glenavon, Sask.

Mr. A. L. Rigney is stated to have taken over the implement business of Doull & Banberry at Stoughton, Sask.

Mr. John Caskey is the name of a new addition to the ranks of the retail trade at Rokeby, Sask.

Mr. J. E. Brown commenced selling implements and vehicles at Spy Hill, Sask., in time to catch a share of the spring business.

Our old friend, Mr. T. C. Rubbra has purchased the business of Mr. James Gould, Wetaskiwin, Alta.

Pease Bros, is the name of another new concern that recently started selling implements and vehicles at Goodeve, Sask.

Mr. Ralph McAuley is reported to have taken over the business of Tompkin & Rose, at Markinch, Sask.

The Wadena Implement Co., of Wadena, Sask., recently secured incorporation under the laws of that province.

Gordon & Gregory, Watson, Sask., have expanded their business by opening a branch at Jansen, Sask.

Mr. Charles Morell has commenced in the implement business as Massey-Harris agent at Arden, Man.

Shewfelt & Harton have succeeded to the implement and vehicle establishment of Mr. Geo. A. Shewfelt, of Manitou, Man.

Mr. John Driedger has started in the farm implement, machine and vehicle business at Clark's Crossing, Sask.

Mr. H. F. Bole has recently entered the ranks of the implement and vehicle dealers at Oxbow, Sask.

Mr. S. A. Anderson recently took over the Fenwood, Sask., branch of Lutz & Whitehead, dealers at Lemberg.

The Saskatchewan Harness Co. has purchased the implement and vehicle business of A. S. Stewart at Prince Albert, Sask.

Irwin & Morrison, who have been doing business at Salcoats, Sask., have sold out to Annabell & Hannah.

The Lang Implement Co., of Lang, Sask., have sold out their business to the Graham Implement Co.

Glenn Bros., of Milestone, Sask., have changed the name of their concern to Glenn Bros. & Co.

Mr. W. Jubinville has purchased the implement and vehicle business of Arthur Gilbert, at Letellier, Man.

Mr. W. Palas started in the implement and vehicle business at Fannystelle, Man., quite recently.

Mr. Ed. Payment, of Eli, Man., was in town about the middle of April calling on members of the jobbing trade.

The report is current to the effect that Mr. D. A. Girvin has sold out his business at Govan, Sask. We have been unable to confirm this report.

It is reported that Mr. G. L. Zurowski has succeeded to the business formerly conducted by Zurowski & Kohlruss, at Southey, Sask.

It is reported that Mr. F. C. Sparling, of Oak River, Man., has moved to Hamiota, Man., to engage in the implement business there,

Mr. A. D. McArthur, who has been engaged in the hardware business at Keyes, Man., has added implements and vehicles to his stock.

Mr. A. S. Stewart, one of the well-known dealers of Prince Albert, Sask., sold his business a short time ago to Mr. T. D. Agnew.

Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey-Harris was East to Brantford, Ont., during the past month attending the funeral of his father who died early in April.

Mr. Z. K. Carson, manager of the Parlin & Orendorff Canadian Plow Co., recently made a trip to Saskatoon, Lloydminster, Battleford and other western points in the interests of his company. He was absent about a week.

Mr. Edwin W. Brenner is reported to have taken over the business formerly conducted by Mr. A. A. Eich, at Weyburn, Sask.

It is reported that Mr. T. Turnbull, dealer at Fairlight, Sask., sold his implement interests to Mr. A. F. Deighton. He will continue his hardware business.

Mr. M. J. Rodney, manager of the International Harvester Co., here, is at present confined to his home with a very severe attack of la grippe.

Mr. C. B. Hastings, dealer at Rouleau, Sask., recently took his brother into partnership. The concern will be known as Hasting Bros.

Mr. John Stevens, manager of the John Stevens Co., returned to his office a week or so ago from a visit to Regina in connection with his firm's interests there.

Mr. L. L. Searles, manager of the collections department of the International Harvester Co., with headquarters at Chicago, was in the West for a couple of weeks about the middle of last month.

Mr. F. C. Moore, who was recently appointed organizer of the Interprovincial Retail Dealers' Association, has been succeeded at Hartney, Man., by a concern known as Ennis & Bennett.

Mr. Ed. S. Strachan, manager of the John Watson Mfg. Co., visited Regina and Saskatoon during April. He reports an active demand for all lines manufactured by his company, and

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Inaugurated last year, has met with such success that it has been made a permanent feature of the **WINNIPEG EXHIBITION.**
The **Motor Contest** with machines working in the field under actual farm conditions, is the most interesting and valuable competition of the **Great Fair** to

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World's Premier Half-Mile Track Meet. Winnipeg Power Commission's Mammoth Electrical Display.

WINNIPEG INDUSTRIAL EXHIBITION JULY 10 to 17

A. A. ANDREWS, President. Mayor W. SANFORD EVANS, Vice-President. A. W. BELL, Manager and Secretary.

feels that 1909 will be a bumper year for those in the implement and vehicle business.

The Waterous Engine Works Co., recently shipped one of their gasoline engines to the progressive town of Melville, Sask. The engine was accompanied with the usual equipment.

Bond & Berry is the name of a new concern in the implement and vehicle field. They opened up a short time ago at Bassano, Alta.

Mr. J. A. Moxley & Co., of Rapid City, Man., who have been engaged in several lines, including implements and vehicles, were recently succeeded by Moxley & Forester.

During the past month Mr. W. J. Parkes, of Arden, Man., lost his entire stock of implements and hardware by fire. He carried insurance to about one-fifth of the value of his stock.

Mr. D. M. Hackney, manager of the Raymond Mfg. Co., recently returned to his office from a trip West in the interests of National cream separators and Raymond sewing machines.

Mr. R. P. Moore recently commenced in the agricultural machinery, carriage and wagon business in Fort Saskatchewan, Alta. Mr. Moore has had considerable experience in the business in Manitoba.

Mr. F. V. Bauslaugh, who has pooled his interests with Mr. McKnight, and who is one of the best known road men in Western Canada, will cover the territory from Winnipeg to the Pacific Coast, formerly covered by Mr. McKnight. We bespeak for Mr. Bauslaugh a cordial reception from the retail trade.

Mr. N. Hamilton, manager of the Aylmer Pump & Scale Co., of Aylmer, Ont., spent a few days in the city visiting the Ontario Wind Engine & Pump Co., who handle his company's line in this territory. Mr. Hamilton intended visiting Brandon, Regina, Saskatoon, Calgary, Edmonton and other points before returning home.

Mr. J. A. Painchaud, of Fannystelle, Man., was in the city recently on business. Speaking of trade conditions he stated that spring business was later than anticipated, which had a tendency to make sales backward. He was confident 1909 would prove a most profitable year for the dealer.

Mr. B. Bowser, of Portage la Prairie, Man., who has been engaged in the blacksmith business there for the past few years, has commenced the assembling of buggies. He is buying in the white from eastern makers and fitting up to suit the demands of his customers. It is understood that he will employ in the neighborhood of about a dozen mechanics.

Mr. H. T Helgeson recently left on a visit to southern points. While away he will call at Grand Forks, N.D.; Minneapolis, Chicago, Peoria, and from the latter place he will go to Waterloo, Iowa, where he will visit the factory of the Cascaden Mfg. Co., whose line of Winnesheik threshing machinery he recently contracted to handle for this territory. He expects to be back at his office in the course of the next ten days.

Mr. J. E. Ruby, general manager of the Frost & Wood Co., Smith's Falls, Ont., was in Winnipeg the latter end of April in connection with his company's interests. While here he made a trip to Regina with Mr. J. P. Minhinnick, western manager of the company. Speaking of conditions in the East Mr. Ruby stated that everything was progressing along in splendid shape, and that 1909 would be a splendid year for the whole country. Mr. Ruby was looking exceptionally well and appears to be thriving on the good things of the "effete East." While he was here he received a wire notifying him of the sudden death of the vice-president, Mr. C. B. Frost.

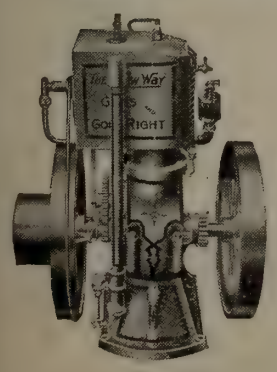
Mr. S. B. Clary, who on January 1st of this year, became general manager of the Cascaden Mfg. Co., of Waterloo, Iowa, manufacturers of the "Winneshiek" line of threshing machinery, was in the city for several days during the past month. While here he concluded a contract with H. T. Helgeson for the handling of this line in Western Canada. Mr. Clary was formerly manager of the Gaar-Scott Co., at Fargo, N.D., and previous to that was with the J. I. Case Co., in a managerial capacity. He has visited this country on several occasions and is well acquainted with the needs of the thresher trade in this territory.

Mr. W. H. Walker, sales manager of the Racine Economy Spring Co., of Racine, Wis., makers of the Racine Economy rotary harrow attachment, was in the city about the end of the first week in April. While here he concluded arrangements with the Harmer Implement Co., to handle this attachment in Western Canada. Mr. Walker was most agreeably surprised at the size and appearance of this city, and marvelled at the development that is going on here. Speaking of the demand for their harrow attachment for 1909 he stated that it was far and away beyond their expectations, and said their factory was hard at work in an endeavor to keep up with orders. He was very sanguine over prospects for business in this territory.

Mr. E. H. Maytag, general manager of the Parsons Hawkeye Mfg. Co., of Newton, Iowa, was in Winnipeg the last of the month, visiting Mr. E. E. Lyday, manager of his firm's branch here. It was Mr. Maytag's first visit to this country, though his father Senator E. L. Maytag, president of the company has been here on many occasions. Speaking of his impressions Mr. Maytag stated that the size and appearance of this city was a great surprise to him. From his observations he felt that the Gateway City was destined for great ends. Mr. Maytag was on his way home from a business trip to Montana and other Western points. On his arrival at Newton, his father intended leaving for a six months' sojourn in Japan.

"Hard luck stories are like overdue notes."

"NEW WAY" Air Cooled . . . Gasoline Engines



3½ h.p. "New Way"

Made in two sizes, 3½ h.p. single cylinder and 7 h.p. double cylinder opposed engines.

Guaranteed to operate equally well in hot or cold weather.

LIVE AGENTS WANTED

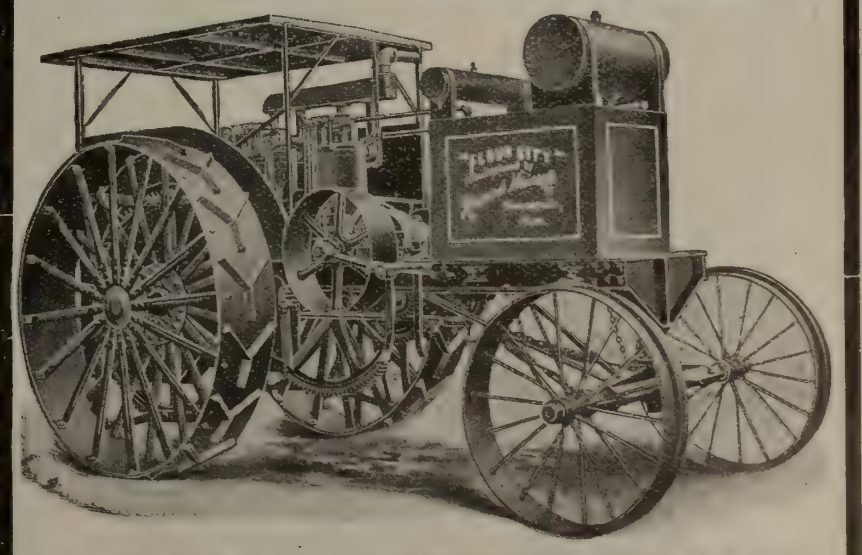
It's all in the picture: Write us for proposition. No water or gasoline tank.

The Gasoline Engine Supply Co.

36 MAIN ST., WINNIPEG.

THE "FLOUR CITY" TRACTOR

THE GOLD MEDAL WINNER



The 30 H. P. Four Cylinder "Flour City" Gasoline Traction Engine was designed especially for Plowing, Threshing, and General Farm Work.
Its Horse-Power in comparison to its weight, appeals to those who have had experience in plowing.
Its transmission gears are of hardened steel and run in oil baths.
Its large diameter drive wheels insure greater tractive power in proportion to its weight.
It is reversed by one lever which acts through friction clutches.
It won the **GOLD MEDAL** at the International Motor Contest in 1908.
Its General Construction and Design is several years in advance of all other makes. Send for our 1909 Catalog.

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JOHN DEERE ENGINE GANG

Consider the Purchase Price—
The Extra Durability—
The Great Strength—
The Light Draft—
Small Cost for Repairs—
Number of Men Required—
The High Class of Work you can do with it.

Made in the following styles and sizes :

JOHN DEERE "BIG" ENGINE GANG

Made in 10, 12 and 14 bottoms.

JOHN DEERE "JUNIOR" ENGINE GANG

Made in 6 and 8 Bottoms. Front Extension to make 10 Bottoms.

JOHN DEERE "LITTLE" ENGINE GANG

Made in 4 and 6 Bottoms.

BREAKER OR ANY STYLE OF STUBBLE BOTTOMS INTERCHANGEABLE ON SAME BEAM

HERE IS THE PLOW for the man who wants the best. Furnished all ready to hitch on to any engine—no extras to buy. The frame is trussed, braced and riveted like a big steel bridge. No bolts to work loose and drop out. All the weight is distributed between three, wide-faced easy running wheels. Front wheels are pivoted and always in line with the draft. The entire plow can be turned shorter than the engine can turn. Wheel boxes are dust and sand proof and have large grease cups.

Each pair of plows is supported by a gauge wheel between the beams and so attached to the lever that it assists in raising the plows as well as regulating the depth of plowing. These are heavy, cast wheels with the solid, smooth side toward the furrow, so they do not catch trash.

Beam Construction.—Arched beams are used on all our Engine Gangs, giving more clearance, and being constructed along correc lines out of the best materials obtainable, and properly braced ; the arch beam is superior to the straight beam and standard construction. "We have used both kinds" and have adopted the arch beam construction.

Screw Adjustment to Clevis.—Plows can be levelled up or depth of plowing changed, while at work, "no need of stopping engine." No nuts to loosen, no set screws to adjust. Simply place a wrench on the square end of the screw and give as many turns as may be necessary.

One man can handle this gang and fire the engine. **The Most Successful Engine Gang Built.**

JOHN DEERE PLOW CO. LTD.

Winnipeg

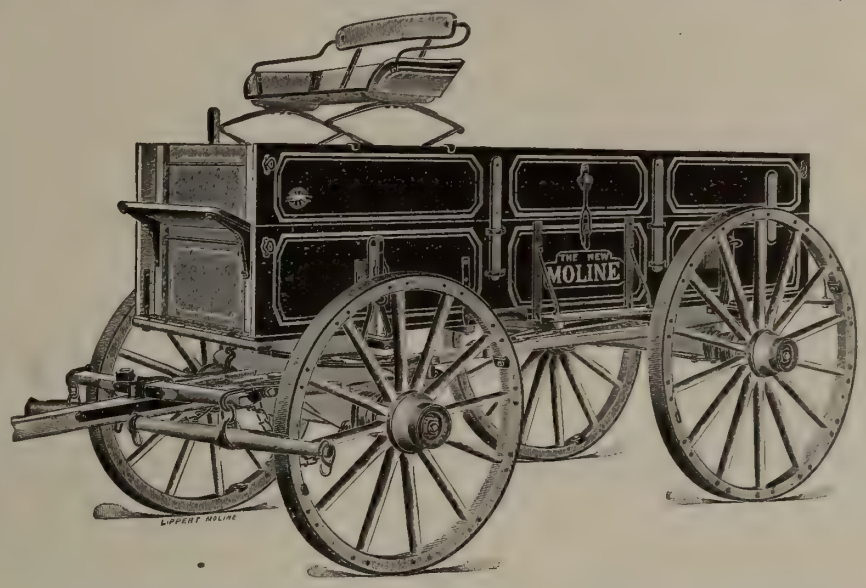
REGINA **CALGARY** **EDMONTON**

NEW MOLINE WAGON

WHAT CONSTITUTES A GOOD WAGON?

FIRST. The most important requisite for a lasting farm wagon is good WOOD STOCK. This is the foundation and must be right if the completed structure is to be enduring.

SECOND. The IRONING must be applied on proper principles if it should properly fulfill its purpose to strengthen, brace and prevent undue wear of the wood portions. Must be of best quality and good weight, but not prove an interference with that characteristic of the wood which is so essential to the life of a farm wagon, its elasticity.



WHAT CONSTITUTES A GOOD WAGON?

THIRD. The PROPORTIONMENT of the component parts must be correct, to the end that each member shall be adequate to withstand the strains put upon it, and that none shall be spared any portion of its proper work at the expense of its fellows.

FOURTH. The FINISH must be good, with durable paints and varnishes, also attractive in appearance.

FIFTH. And last, but by no means least,

A FARM WAGON MUST BE LIGHT OF DRAFT

Clad in Iron, Shod with Steel

THE MOLINE WAGON consists of a hardwood foundation, with heavy iron and steel reinforcements. It not only has heavier pattern **woodwork** but the **iron** and **steel** that doubles its durability, is of **extra size, extra weight** and **extra strength.**

—Steel against steel at friction points.
—Iron protecting wood where strain is the greatest.
—Double bracing of gears and grain-tight box. Is it any wonder that farmers call this wagon the "IRONCLAD"?

NEW-DEAL WAGON

NEW-DEAL WAGON.

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

Skeins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.

NEW-DEAL WAGON.

Spring seat, with 3-leaf springs, (not single leaf).

Steel-bolster plates on side of box.

Neckyoke 48 in. long, (not 42 in).

Has trussed tongue, cannot break or warp.

Has channel ironed reach, really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

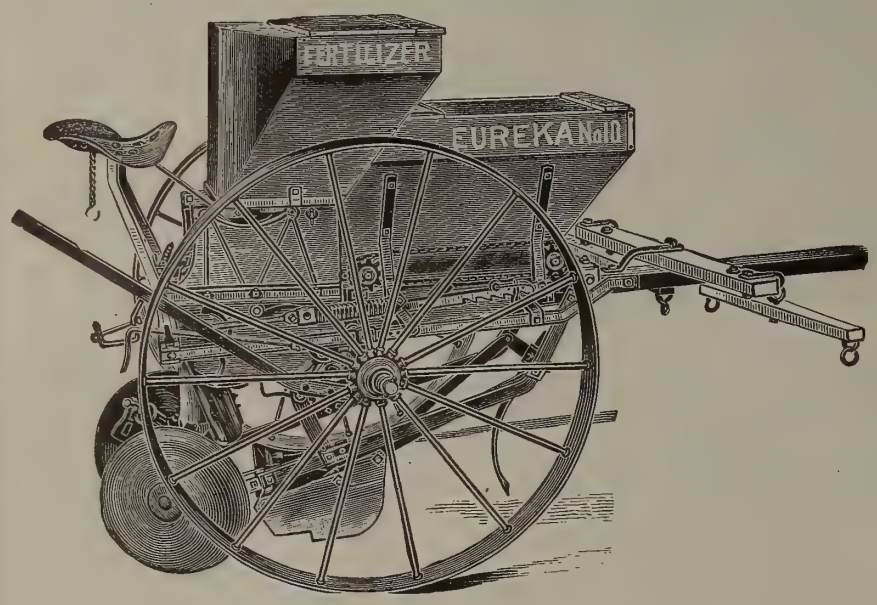
A WAGON YOU CAN SELL AT A PROFIT

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

EUREKA POTATO PLANTER



No. 10 Eureka One Row, Two Horse, One Man Potato Planter.

Features

Light weight—Main frame made entirely of steel.

Lightest draft—Wheels higher than other makes. Wide tire.

Under perfect control of driver. Does not require two men.

Seed pickers in plain view. No guessing about accuracy.

Plow placed directly under axle, and always runs at uniform depth.

Covering discs close to plow, insuring proper covering on side hills and uneven grouud.

One lever puts machine in and out of gear and raises and lowers plow, discs and marker.

Planter is perfectly balanced. No neck weight.

Seed hopper feeds automatically to picker box.

Pickers work at **sides** of box, causing proper agitation of seed and more accurate planting than other styles.

Pickers do not squeeze or bruise the seed.

Quick and easy adjustment to change the distance of dropping seed.

All working parts of planter are in plain view.

Eureka Planters are sold with or without fertilizer attachment.

Eureka Potato Planters have been manufactured for ten years.

Successfully used in all important potato growing sections.

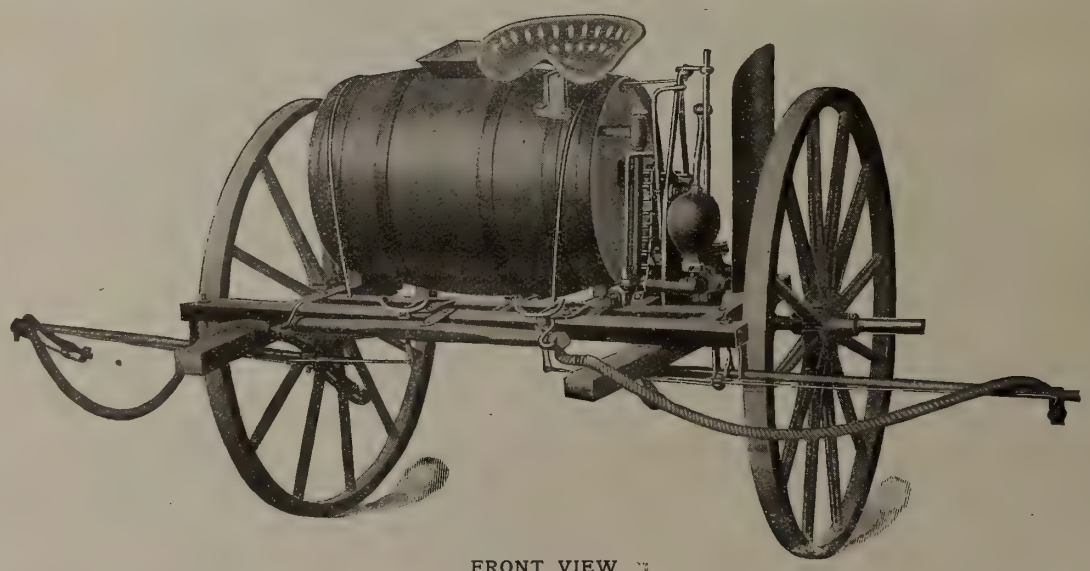
No complicated mechanism. Low cost for maintenance.

WRITE FOR CATALOGUE.

The Splittstoser Sprayer

The Simplest Sprayer Built. Sprays four rows at a time.

The Splittstoser Sprayer is equipped with a double acting, brasslined pump. Brass Piston, with reinforced steel centre, brass stuffing nut and drain plug.



FRONT VIEW

The Splittstoser Sprayer permits the operator to control the nozzles or sprays with foot.

The Splittstoser Sprayer is mounted on wheels adjustable from 28 to 36 inches.

The Splittstoser Sprayer frame is entirely of steel. Shafts are removable when not in use.

For Full Particulars and Prices write:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Conditions Governing Motor Competition at Winnipeg Exhibition.

Fuller details of the motor tractor competition to be held at the Winnipeg Industrial Exhibition, July 10th to 17th, have just been issued. Herewith we reproduce the scale of points under which awards will be made, together with the conditions governing the test, and a copy of the entry blank. Any other information desired may be secured upon application to this office or to Dr. A. W. Bell, general manager of the exhibition here. The conditions are:

Brake Test—Shall extend over a period of two hours and may be extended or repeated at the discretion of the judges. Careful measurements of the fuel and other supplies consumed will be made. The steadiness of running, the horse power developed, the condition of the working parts, and any other points the judges deem essential to enable them to rate the engines will be considered.

Hauling Test—Shall consist of hauling a number of loaded wagons for a period of two hours or longer if the judges deem it necessary. A recording dynamometer shall be placed between the engine and the first wagon. The consumption of fuel and other supplies per ton miles hauled, the slip of the engine, and any other data the judges deem necessary shall be taken.

Plowing—Test shall extend over a period of two hours, or longer if deemed necessary by the judges, The contestants may use any make of plow and plow any width and depth (not less than 4 inches) they wish. A recording dynamometer is to be placed between the engine and the plows. Careful note will be made of the acres plowed, the depth and quality of plowing done, such as the finishing at the ends, etc., and also of the fuel and other supplies used.

Distance that can be travelled without replenishing will be judged during the hauling and plowing tests.

The turning capabilities shall be judged on the field. Note will be taken not only of how short an engine can turn but of the case with which steering is effected, the steering gear, etc.

The protection of working parts from the mud and dust, such as gears, dust-proof bearings, etc.

Accessibility of all parts, such as valves, pistons, igniters, bearings, fuel tanks, etc. Facilities for washing out boiler, cleaning grates, tubes, etc. Travelling speeds will be measured on the field.

Ease of manipulation, such as the starting and stopping, reversing and general handling of engine, freedom from complicated devices.

Clearance of working parts from ground.

Steadiness of running shall be judged during the brake test.

Selling price shall be the retail price F.O.B. Winnipeg, the manufacturers to be prepared to accept orders for any reasonable number of engines similar in every respect to the one in the test at the price given.

Design and Construction of Engine—Under this head the judges will consider any additional features on the engine which add to its utility. The proportions of the various working parts of the machine and the materials of construction, the workmanship, method of lubrication, etc., as may be deemed necessary by the judges.

General—It is to be expressly understood and agreed by the manufacturer that the engines entered in the competition are of the same materials and construction as those he is selling in the open market. Only such pressures and speeds will be allowed during any tests as are used under ordinary working conditions. The judges may limit the pressure or speed of any engine when they deem it necessary for a fair test. Contestants must submit their dynamometers, steam gauges, etc., to such tests as the judges deem necessary to assure them of their accuracy.

Fuels will be supplied to the contestants at the rates given below. All fuel used during any test must be that supplied by the Exhibition Association.

Gasoline, 20c per gal. of 277 cubic inches.

Coal Oil, 18c per gal. of 277 cubic Inches.

SCORE CARD.

Brake test	20
Hauling test	15
Plowing test	20
Turning capabilities	5
Protection of working parts	5
Accessibility	10
Variations of speed	10
Ease of manipulation	10
Clearance of working parts	5
Steadiness of running	5
Price	10
Design and construction	20
Distance traveled without replenishing	10
Total	145

Entry Form for International Combustion Engines.

Motor Competition, Winnipeg Exhibition, July 7-17, 1909.

Maker's Name .....
Address .....
Type of Engine .....No. of Cylinders .....
Cylinders, dia. .....Stroke..... Volume.....
Fuel .....Cooling Device .....
Revolutions of Engine.....Igniting Device.....
Driving Pulley, dia.....Face.....Revs. per min.....
Dia. of Driving Wheels.....Face..... No.....
Speed of Engine .....Method of accomplishing change of speed .....
Fuel Tank capacity.....cu. in. Water Tank capacity.....cu. in.
Weight of Engine with tanks full..... lbs.
Weight of Driving Wheels .....
Nominal Horse Power .....Brake Horse Power.....
Retail Selling Price F.O.B. Winnipeg .....

SAFE LOCK SHINGLES

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST
P. O. Box 396 Winnipeg, Man.

Saskatoon.

The rapidity with which business in agricultural implement lines has increased in Northern Saskatchewan during the past ten years can hardly be comprehended by the person not versed in the conditions governing here. Statistics bear out the statement that for every harvester sold in 1898 there were more than one hundred sold in 1908, and five in 1908 for every one placed in 1905. Every other department of the implement and vehicle dealer's business in like proportion, so that it is safe to say that this territory has shown the most rapid development of any province in Canada.

The extension of railroad lines during the past year has brought a large part of this country into close proximity to markets. This railroad development has resulted in an enormous amount of breaking. It is only reasonable to expect that with continued immigration and the pushing forward of railroad construction work that the volume of implements and vehicles required to till the soil and market the crops in 1918 will be fully five time as great as at this moment.

Everybody is so busy delivering goods these days and congratulating themselves on having sesured the university that they have had no time to extend condolences to the neighboring cities not so fortunate.

Among the buildings to be erected in Saskatoon this year are the following: Canadian Northern freight shed, Land Titles Office. Bank of Montreal, Union Bank, International Harvester Co. office, Collegiate Institute, several apartment blocks and scores of residences.

The seeding season this year will be of short duration. The ground is in excellent condition. On the new homesteads the acreage is necessarily small. With the number of seeders sold this spring the farmers will make a quick job of this portion of their work. The prospects for a bumper crop are all to the good and the grain will be well along before the June rains come to accelerate growth.

Mr. R. J. Malcolm, blockman on the G.T.P., out of Saskatoon for the International Harvester Co., recently moved his family from Dauphin here. This country looks good to him, even after the beautiful Dauphin district.

Mr. H. B. Birkeland, of Minneapolis, Minn., is at present visiting Saskatoon. His sons are engaged in the implement business at Harris and Zealandia, Sask.

Those who recently commenced selling implements and vehicles in this neighborhood are as follows: Robertson & Grandy, at Rosetown, Sask., also at Oxbow, Sask.; Graham & Bayne, at Biggar, Sask.; and Bride & Gunn, at Naseby, Sask.

International Harvester Co. Issues Report Covering 1908 Business.

SOME INTERESTING INFORMATION FOR DEALERS

On April 19th the officers of the International Harvester Co., from the head office of the company at Chicago, issued a statement covering its affairs for 1908. During that year the sales of this concern aggregated $72,541,771,16, divided as follows:

Harvesting machinery, tillage implements and twine: in the United States, $30,919,177,16; foreign countries, $21,225,716.72. Wagons, manure spreaders, gasoline engines, cream separators, auto-buggies and tractors: United States, $10,618,816.87; foreign countries, $2,544,817.81. Miscellaneous goods, total $1,320,262.80. Steel products, fibre sales, etc., total $5,912,979.80.

In 1907 the total sales of this company reached $78,206,890.36 or about 7 per cent more than those of the following year.

Despite the reduction in total sales the net profits showed an increase over those of 1908 amounting to $805,225, or a little over 7 per cent on the total paid up capital of the company. According to the statement of the directors the earnings were maintained through the most careful economies in manufacture and distribution, by lessening the interest charges, and so forth. There was no reduction whatever in the wages of the employees; the average of wages in 1908 being higher than in the prior year.

The number of hands employed during 1908 was 25,679 or 3,001 less than in 1907. The wages earned last year amounted to $19,664,494.17 or an average of $765,78 per employee.

From the financial statement one notices that after providing for the dividend on the preferred stock, amounting to $4,200,000, the surplus for the year totalled $4,685,682.

During the twelve months ending December 31st last the company reduced its current liabilities from $19,509,412 to $14,066, 052, a net reduction of $5,443,360. It continued to devote liberal expenditures for experimental and development purposes, repairs and maintenance, as follows: experimental, $743,557; maintenance, $1,839,844.

A matter of considerable interest to the trade is the statement of credit extended, which shows that the company held farmers' and dealers' notes to the value of $25,471,132.81, while $13,064,927 was receivable from other sources. Speaking on this phase of the business the report says: "The present prosperity of rural communities is reflected in the large payments received on farmers' and agents' paper. The promptness with which this paper has been paid indicates not only good judgment shown by our organization in extending credits, but also reflects the very strong financial condition of the farmers and dealers throughout the agricultural districts."

The welfare work at the company's different factories has been continued and enlarged for the purpose of improving the mental and physical well-being of its employees.

Many improvements have been made in sanitation and ventilation at the factories, and the machinery is being constantly safeguarded to avoid accidents. Opportunities for instruction in practical mathematics, mechanical drawing and other useful technical subjects are afforded to the employees. Rest rooms are provided at the plants where women are employed.

The expenditures for these purposes during last year were $73,750, besides an appropriation of $250,000 as a nucleus for an employees' pension fund.

The Employees' Benefit Association, organized September 1, 1908, on very liberal terms, proved an immediate success, more than 76 per cent. of the shop employees voluntarily joining the association within 90 days after its organization. The company's contribution to this association amounts to $50,000.

ANTI-TRUST PROCEEDINGS.

In referring to anti-trust proceedings the report says:

"There seems to be a general change in sentiment upon the 'trust question' in favor of dealing with the large corporations according to their conduct and methods rather than by attempting to destroy them indiscriminately because of their size. The Company has invited the fullest examination of its business methods and its treatment of competitors, agents and customers. In the litigation in Kansas and Missouri, and in the investigation by the bureau of corporations, a full and frank disclosure has been made of all the facts connected with its organization and business, and all its records have been open to inspection. It is believed that full publicity in corporate affairs, fairness toward competitors and agents, and the selling of its goods absolutely upon their merits and at reasonable prices, constitute the wisest and most successful business policy; and this is the policy that has been and is enforced upon every officer and agent in every branch of the business."

A Pointer on Profits for Beginners.

No one who is engaged in business expects to work for nothing, and yet there are many occupied in commercial pursuits who, in a sense, are doing this very undesirable thing. To be sure most of them are not aware of it, consequently when they find themselves in positions of financial embarrassment, when they are compelled to make an assignment, or their creditors meet and appoint a receiver, they wonder how it happened and what caused it.

There is an old saying that "It takes money to make money," so that the first requisite of a person starting any enterprise, in order to insure its safety, is capital. It is imperative that he purchase his stock, fit up his warehouse, and have plenty of money to insure the operation of his business.

Having done all these things there comes the important matter of sales and profits, and the latter is something which every man going into the implement and vehicle business must look after with the greatest care. While sales are important, without profit they are no use to the man looking forward to a successful business career.

To the individual going into business the amount of profit he should get from his sales is always a matter of more or less consideration, and frequently of worry. His decision as to the amount he is entitled to receive, over and above what his stock cost him in his warehouse, is largely dependable upon his previous experience in the business. But it is impossible to lay down a hard and fast rule in respect to this question. Circumstances always govern and control, because what would be considered a fair return by a dealer living in one part of the country would not give another dealer in a different district more than a wage for his labor.

In reckoning a basis of profit many new beginners are apt to clap on twenty-five or thirty per cent. to the purchase price of their stock and sell at these figures. When a year rolls round and they take stock, instead of finding a profit of twenty-five or thirty per cent. on their money, they sometimes find three or four per cent. and sometimes a loss. Why? Because they failed to figure into their profits the cost of operation.

In reckoning a basis of profit every expense in connection with the business must be figured in: rent, help, books, warehouse fittings, taxes, freights, advertising, travelling expenses, liveries, depreciation, in fact everything that cost the business money. Thus the percentage of profit must be added to the purchase price of the stock plus the cost of operating and conducting the business.

When this is done and a dealer pushes his business vigorously and makes sales his books will show a respectable balance on the right side at the end of the year.

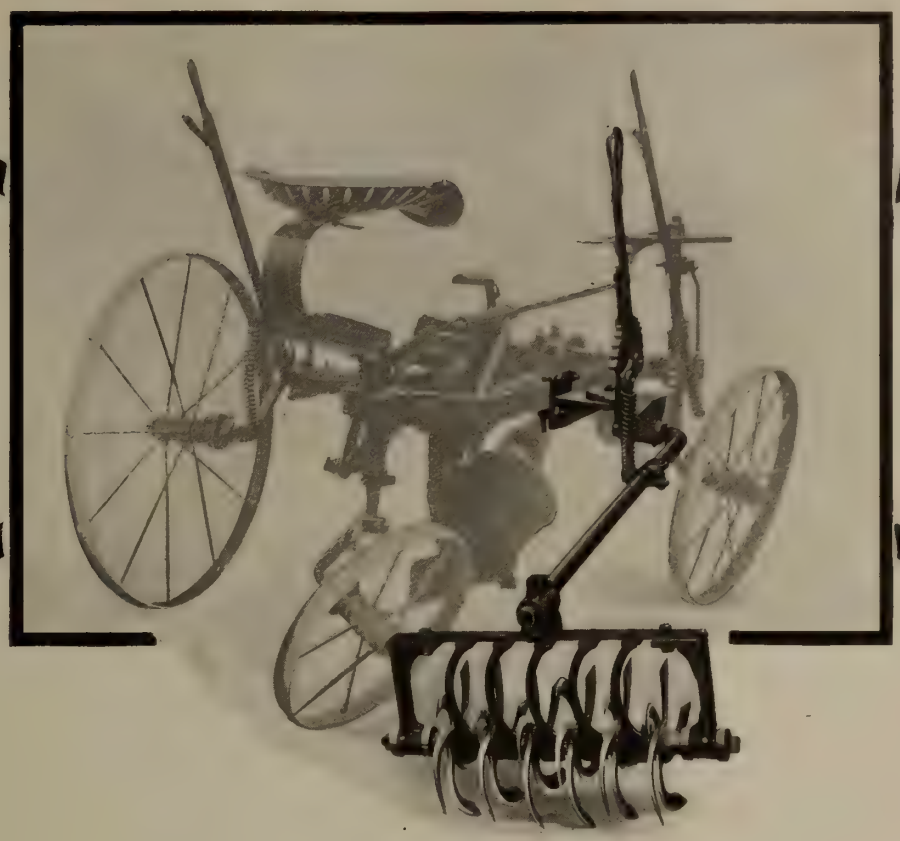
Gotten Up.

Containing over 300 pages, printed on a fine quality of surface paper, amply illustrated with halftones of their various lines and parts, and bound in stiff cloth covers, the 1909 catalogue of the Parlin & Orendorff Company, of Canton, Ill., recently came to our desk. This is certainly a reference book on the P. & O. lines, and the company are to be congratulated on the style in which it is gotten up. A card addressed to The Parlin & Orendorff Canadian Plow Co., Winnipeg, requesting a copy of this list will receive attention.

"A grin is a counterfeited smile, and does not pass current because the heart stamp of genuineness is not upon it."

"Let Optimism and the Optimist destroy the last hope of the pessimist, and perfect confidence will again prevail with peace and plenty for all."

The Racine Rotary Harrow



Attachment for Gang and Sulky Plows

Canadian Farmers are calling for this Marvellous Low Priced Labor Saver

The Racine Rotary enables the farmer to plow, harrow and smooth his land at one operation. It works equally well whether attached to gang or sulky plows and adds very little to the draft.

The cutting blades are cast in one piece and cannot work loose as do riveted blades. They rise perpendicularly as they leave the ground making it almost impossible for corn stalks and the like to clog or interfere with the work in any way.

And the shape of the blades also provides for maximum cutting surface as will be noted in the illustration above. As each blade strikes the ground it cuts through its full length—**not simply at the point.**

The Racine Rotary requires practically no attention. It takes care of itself under all conditions automatically adjusting itself to do perfect work at all angles and goes over all obstacles without any trouble.

You run no risk. The Racine Rotary Harrow sells like hot cakes and stays sold

ORDER NOW! You don't have to talk your head off to convince the farmer that the Racine Rotary Harrow pays for itself many times over in one season. The implement tells its own story. Its labor saving advantages are instantly apparent. It actually sells on sight. It's a quick mover from the word go. So we say ORDER NOW a dozen or more and grab the business that is waiting.

We urge you to get started now because we know there is a great and steadily growing demand for Racine Rotary Harrows.

Beyond all questions our attachment is the best implement of its kind that the farmer can buy anywhere at any price, and dont forget it's a big money maker for you.

MANUFACTURED BY

Racine Economy Spring Company, Racine, Wis.

HARMER IMPLEMENT COMPANY

WINNIPEG, MANITOBA

Selling Agents for MANITOBA, SASKATCHEWAN and ALBERTA.

Another Branch House Opened.

Recognizing the growing importance of the three prairie provinces as a field for the exploitation of the business of the maker of light vehicles, etc., and realizing how essential it is to have direct representation in this territory, the E. N. Heney Co., of Montreal, Que., manufacturers of buggies, carriages, cutters, harness, robes, etc., have opened a branch here, under the management of Mr. T. McKnight. Quarters have been secured at 132 Princess Street, near to William Avenue, and in close proximity to many of the biggest implement and vehicle establishments in the city. In addition trackage accommodation has also been secured for storage purposes.

This company have been doing a very profitable business with dealers in the West for a number of years. Each season their volume has increased and it was generally thought that they contemplated such a step as they have now taken during the summer of 1906. Action, however, for some reason or other, was deferred. Subsequently the financial breakdown came and it was decided to leave the matter in abeyance until business showed signs of resuming its former activity. That state has now been reached and in the words of Mr. McKnight, "the company is here to reside permanently."

Mr. McKnight, who will have complete charge of the business here, both in the matter of sales, distributions, and collections, is well-known to dealers of this country, having travelled among them more or less for the past twenty years. We are glad to welcome him to Winnipeg and the West as the manager of a branch house and are confident that both himself and his company will reap the reward that their enterprise warrants.

A Trainload of Studebaker Street Sprinklers for Chicago.

Record Breaking Shipment,

What was without doubt the largest single shipment of sprinkling wagons ever made by any manufacturer was that forwarded by the Studebaker Bros, Mfg. Co., of South Bend, Ind., in one immense train load, to fill a contract secured from the city of Chicago.

This train, a photograph of which is reproduced herewith, consisted of 17 cars, carrying 50 sprinklers in all. The start was made on Monday night, March 22nd, and the destination reached the following morning. While the sprinklers were being paraded through the streets a couple of days later many citizens took advantage of the opportunity to work over time the various "water wagon" jokes. In fact in the vicinity of the Windy City it is whispered that the sight so inspired one suburbanite that he arose from his seat in the street car and offered it to a lady, who had been standing in front of him for fully twenty minutes.

TRAVELLERS WANTED

Two first-class travellers wanted to handle windmills and gasoline engines.

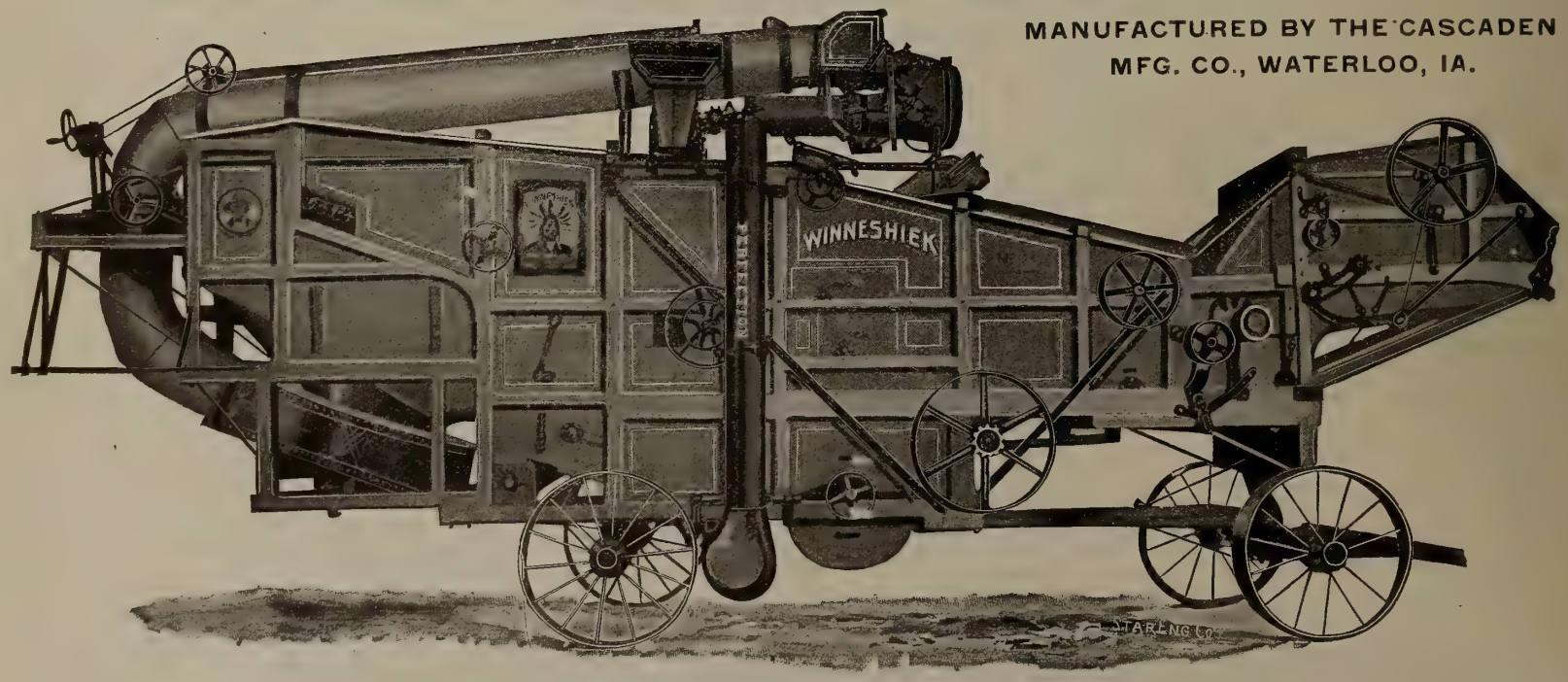
Good salary to right men.

Manitoba Windmill and Pump Co., Ltd.

Winneshiek Engines, Separators, Wind Stackers & Self Feeders

Sold through implement dealers only. Good territory allowed. Live Agents wanted in all unrepresented districts.

MANUFACTURED BY THE CASCADEN MFG. CO., WATERLOO, IA.



To get the trade you must handle our new **Wagon Grain Tank, Water Tanks, Closz Adjustable Sieves, Belt Guides, Pumps, Baggers, Fosston Fanning Mills and Fosston Improved Wind Stackers.** Canadian Agents for **Hart Grain Weighers** We buy and sell second hand threshing outfits. A number of rebuilt rigs in A1 order ready for delivery.

WRITE FOR AGENCY AND TERMS

H. T. HELGESON, 772-774 Dufferin Ave. Winnipeg

The Reason why some Plows are Sold Directly to Farmers.

By F. D BLAKE, DEERE & CO Moline, Ill. U.S.A.

It is hardly fair to ask me what I think of catalogue house methods of selling plows. I have had no occasion to study the matter seriously, because there seems to be so little in favor of the proposition. If you insist, I will answer that it occurs to me no plows are now being offered for sale by mail which could be sold by any other method. Mail order plows are really not competition when set alongside high grade plows on a dealer's floor. In fact, you will find that these same plows have already failed to make good with dealers. After having failed utterly to establish themselves in the trade on their merits, they are offered to the farmers direct. Sales of inferior plows made in this way are more apt to stick. Farmers buying such plows feel inclined to vindicate their judgment and will keep an article which a dealer could not sell them at all. But there is not much direct buying and there is not going to be, because the very element that forced these plows on the bargain counter as mail order goods will limit their sale by any method.

Manufacturers cannot save a sum equal to the dealer's profit by selling direct to the consumer. Any such contention is either an untruth or the result of ignorance —and fatal in either case. In point of fact manufacturers have no such aim. They try to sell by mail as a last resort, because they cannot sell their plows through dealers. Plows that require a cut price to sell them are always inferior in quality, no matter by what method they are offered for sale.

It is a well established fact that outside a restricted limit, mail order selling is the most expensive system known and this applies with special force to an article, like wheel plows, carrying a high initial cost, requiring an immense output to absorb a manufacturing expense which doubles up as fast as the output decreases.

Mail order institutions have no monopoly on brains, and all the business of the country would be done by their methods if it were true that direct selling is the cheapest way to market all products. Skilful business men are not overlooking a chance to enlarge their profit account nor do they stick to any one selling system as a matter of sentiment. After a vigorous campaign of thirty-five years this plan of merchandising can claim less than 2 per cent of the business, and the only people who have made a success of it now freely admit the limitations of mail order selling.

A highly specialized product like plows does not lend itself to the plan of direct selling, because too much personal instruction and educational work must be provided every time improvements are made—and without improvements the business would languish and be acquired by more enterprising competitors.

All the noise about price and saving the dealer's profit is like sounding brass or a tinkling cymbal." Unprejudiced business men know commercial operations are now so nicely adjusted that the price of any staple article open to competition is fixed by the manufacturing cost of the best offerings in that line.

"Overhead" expense is the rock upon which most manufacturing barques are wrecked. It requires almost as much overhead expense to make ten thousand plows as it does to make fifty thousand. To illustrate how this principle applies to manufacturing, suppose the overhead expense of making ten wrenches was one dollar. Manifestly, then, to absorb this charge 10 cents would have to be added to the cost of each wrench. But suppose the same overhead expense would make 100 wrenches —think what an advantage in the selling game this increased output would be.

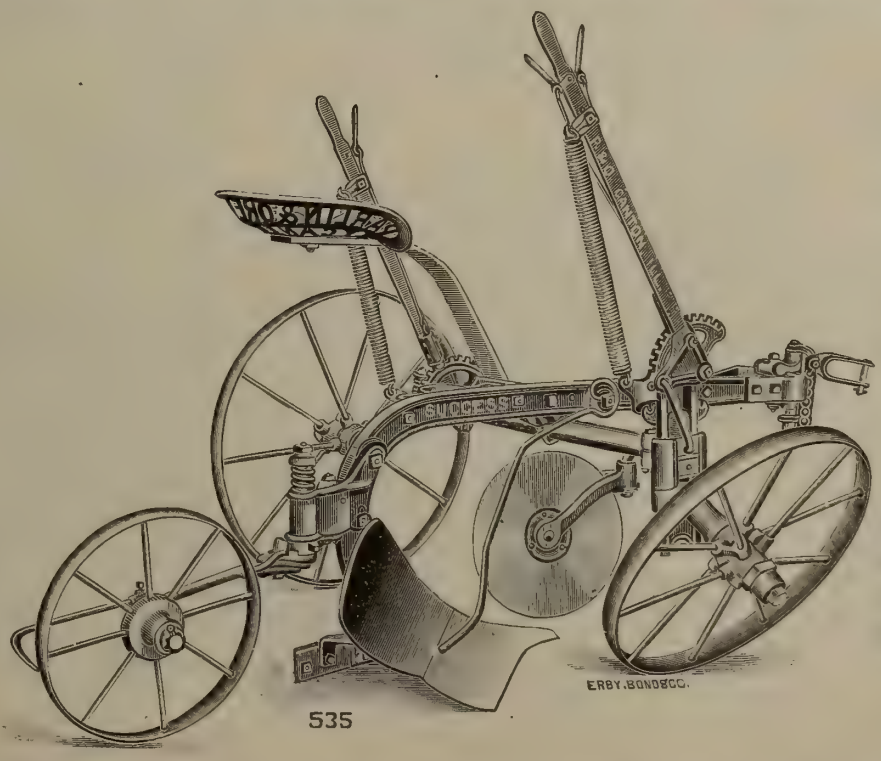
No mail order plow in existence can find a market at an equal price with the John Deere. A good farmer knows that a hundred dollar horse does not have to be hawked around the country at seventy-five—and he knows that he gets no more than he pays for in either a plow or a horse. Mail order concerns cannot get as much for their plows as Deere & Co. can for theirs, because they cannot make as good a plow—and if they honestly tried to do so they could not meet the price even though all their selling cost could be cut out.

The tendency of modern machinery is towards steel construction. Whenever a break occurs it is nearly always the result of a casting giving away. But steel construction is complicated and expensive. Castings are cheap After a wood pattern is made, then castings are a matter of tonnage. Every bend in a steel part requires special machinery and men to operate it. Dies, jigs and templates are also necessary. Expensive special machinery for handling high grade steel cannot profitably be installed nor kept working to the limit in a small factory. The highest talent in the inventing line and perfect equipment in every department cannot be maintained without an enormous output to absorb the overhead expense. Hunting individual customers for each plow, paying local freight on every shipment and the multiplicity of handling necessary to such a system, more than offsets dealer's profits. The difference in price between a mail order plow and standard goods is not the dealers' profit, but the difference in quality—and that is why such plows cannot be sold through dealers.

The day is past when a plow trade of decent proportions can be built up or maintained on price. Take notice that the only plow concerns enjoying a steady growth are the ones manufacturing a strictly high grade product and marketing their goods through the best dealers they can find. Such substantial gains are the result of good will of farmers who are the court of last resort in the implement world. Don't forget that this good will can only result from a uniform policy of giving what, in the end, honestly proves to be the most for the money. Reputation is not built up on wind.

No, this noise you hear may be siren, but it is not safe. It is not the voice of a public benefactor proclaiming the discovery of a real commercial panacea. It is the midnight cry of a hungry wolf, standing lonely on the fringe of the great business world, wailing for food.

P & O CANTON PLOWS



535

A simple, easily operated, light draft, frameless Plow which has made good its name

"SUCCESS"

in Western Canada from the time it was first introduced into this territory.

Some of its outstanding features are:

Adjustable front axle
Adjustable rear wheel attachment
Dust proof removable wheel boxes
Wide range of adjustment on hitch
and THE BEST CLEANING BOTTOMS MADE

P & O CANTON PLOWS | **P. & O. Canadian Plow Co., Winnipeg** | P & O CANTON PLOWS

Distributing Warehouses: Brandon, Regina, Saskatoon, Calgary.

Catalogue House Competition and Meeting it.

While we are all opposed to the catalogue house way of doing business, knowing that it tends towards the elimination of the retailer and the consequent wiping out of our villages and small towns, we must recognize that it is a factor to be seriously considered.

"Self-preservation is the first law of nature," and under this law the individual, or in this case the retailer, is entitled to fight for his commercial life with all his strength, his tact, and his influence. It has been contended that in this struggle the dealer or merchant is entitled to use whatever weapons come to his hand to gain his ends. Personally we prefer to advocate the use of fair tactics, believing that in the end they are the surest and most effective. We feel that it is better policy to meet the enemy in the open and conquer him than to stab him in the back from behind a convenient cover.

Every reader must determine for himself what is the weakest spot in the catalogue house proposition and concentrate his attack on that spot. Our own opinion is that it is in the inability of the mail-order company to buy from responsible manufacturers who will put their name or their guarantee on the machine or vehicle. Most of the makers doing business through the retail trade will absolutely refuse to accept a mail-order company contract. Occasionally one will undertake to build them an implement or a vehicle, but he hardly ever attaches his name or his guaranty to it. As a result the mail-order people seek the small manufacturer, and agree with him to produce the machine or vehicle at a certain price. Naturally that price must be away down, so that it is hardly possible for the maker to put into these goods the quality of material or workmanship to be found in standard lines. Therefore, on the questions of durability and quality of product the dealer has usually a very strong argument against mail-order cencerns. That is the experience of the dealers to the south.

Dealers can also refuse to buy goods from manufacturers that sell to catalogue houses. It is not right that any manufacturer should expect the support of the retail trade and also accept orders from catalogue houses. The mail-order company is the avowed enemy of the retail dealer or merchant and it is not logical to suppose that the latter is going to contribute towards the maintenance of the maker that supplies his enemy. The manufacturer must make a choice. He must undertake either to confine his business strictly to the retail and jobbing trade or give over his factory to the manufacture of articles for mail-order companies. When the manufacturer makes an article for the retail trade and then accepts an order from a catalogue house for a similar line, even of inferior quality, he immediately breaks faith with the dealer and the jobber.

Another vulnerable place from which the mail-order company may be successfully attacked is the impossibility of the prospective purchaser inspecting any article without first separating himself from his cash. All orders must be accompanied by the money, and when a man buys in this fashion he buys blindly.

We feel that dealers have the right to exercise their prerogative of refusing to grant credit to any customer who is known to be a patron of the catalogue house. Why should any man in business grant credit to a customer, in times of the latter's extremity, when the same consumer will buy from the mail-order company when he has the ready cash. In a country such as ours where the granting of credit is almost universal dealers and merchants should be able to use this means of defence to the best advantage.

Every man in business should make the people of his community understand that every dollar sent to the catalogue house is a dollar lost to the district. It is the retail stores that make the towns and villages of the country and it is these places that the methods of the mail-order concerns threaten to eliminate. Every dealer and every merchant contributes his pro rata towards the maintenance of the roads, bridges, schools, churches, fairs, etc., in his community, whereas the catalogue house does not contribute one iota towards the building up or improvement of the country districts.

And now a closing word respecting points of attack. Every man in business knows that the strength of the catalogue house lies in its policy of advertising. Without publicity they would soon cease to worry or to give cause for anxiety From one year's end to another they keep continually hammering away at the consumers through catalogues, circulars, mail-order publications, etc. There is never any let up. It is a tribute to the worth of advertising that these concerns have been as successful as they have, and in their success lies a lesson for the retail man. This same avenue of securing business is equally open to him. If he is alive to his opportunities he can make his advertising a most distressing thorn in the side of the mail-order company. He must, however, keep constantly at it. Sporadic effort will not accomplish the best results and it is results that the dealer must secure. He is in touch with the conditions in his district and he can make his advertisements appeal with particular force in his community. The catalogue house cannot do this. Its policy is general except in a very few isolated instances and the exceptions hardly count. Every dealer should consistently advertise so that he will effectually offset the publicity of the mail-order firm in his district.

And, in conclusion, we believe that every dealer and every other class of retail men should see to it that their wives, sons, and daughters don't spend any of their money with the mail-order houses in the distant cities. Patronize home stores and help the community. Set customers an example in this respect. Bring all powers to bear with a view to securing the retail trade to the retail dealer and there will be little need to fear competition with any mail-order company.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in. Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinder for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and secure the Lloyd seat. There will be more money in it for you and more satisfaction for your customers.

The Lloyd Seat has the preference every time.

Write for quotations now.

Wawanesa Wagon Seat Co.
WAWANESA MAN.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

THE
SCENIC ROUTE
TO THE EAST

Double Track, Velvet Running Roadbed, Fast Time, Modern Equipment, Unexcelled Dining Car Service, Courteous Employees

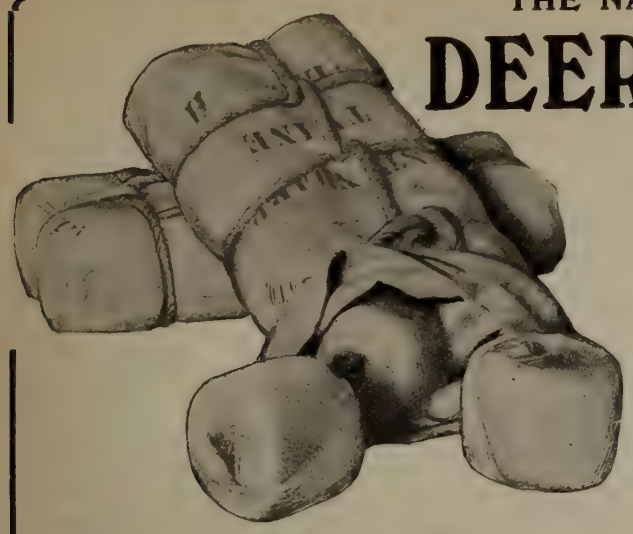
Cook's Mediterranean and around the World Tours; Steamship Tickets, all lines, including Quebec Steamship to Bermuda and West Indies.

Ticket office, 260 Portage Avenue Phone 7098.

A. E. DUFF,
General Agent, Winnipeg

THE NAME

DEERING



On a Ball of Binder Twine Signifies **Length, Strength,** and **Quality.**

LENGTH

500 feet is considered the standard length for a pound of sisal or standard twine. When twine runs below this the farmer does not get what he pays for. Deering Standard and sisal twines will run more than 500 feet to the pound. So-called cheap twine might cost less per pound than Deering yet when the difference in length is considered the so-called cheap twine costs more per foot than Deering.

STRENGTH

The standard tensile strength of twine is regarded as 50 pounds. Any twine that breaks under this weight is pretty sure to cause trouble in harvest. Innumerable tests have demonstrated that Deering twine averages above 50 pounds in tensile strength.

QUALITY

Some of the twines offered are very poorly spun. Such twine, as you know, is liable to kink and break on a binder and cause the ball to collapse at the last end. Deering twine is evenly spun and evenly wound.

From the above you will see the advantages of handling Deering binder twine. Write the nearest branch house for prices and terms. The blockman or general agent would like to have a talk with you on the twine question.

Western Canadian Branch Houses: Brandon, Manitoba; Calgary, Alberta; Edmonton, Alberta; Regina, Saskatchewan; Saskatoon, Saskatchewan; Winnipeg, Manitoba.

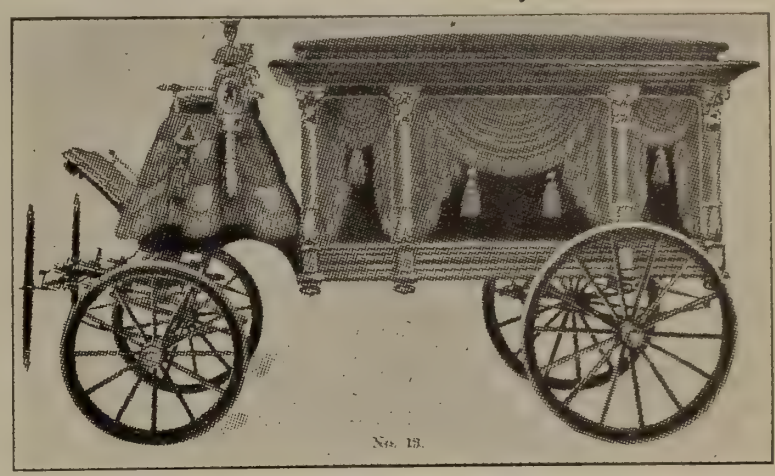
INTERNATIONAL HARVESTER COMPANY OF AMERICA,
(Incorporated)
CHICAGO, U.S.A.

BECAUSE

GREER VEHICLES

have stood the test for thirty-eight years is the best argument why you should handle them.

Fast Sellers Trade Winners Profit Makers



GREER'S HEARSES are fashioned on the most modern and at the same time most durable lines. Like all our vehicles they are built in many different designs, of the very best material, by the most expert workmen.

We have also a few Rebuilt Hearses constantly on hand.

GREER'S AMBULANCES, UNDERTAKERS' WAGONS, LANDAUS, CARRIAGES and BUGGIES are the STANDARD FOR CANADA.

Give us an opportunity to tell you about them.

A. B. GREER, Manufacturer, LONDON, ONT.

Western Representatives

The JOHN STEVENS CO., Ltd.
WINNIPEG.

The Name Tells a True Story.

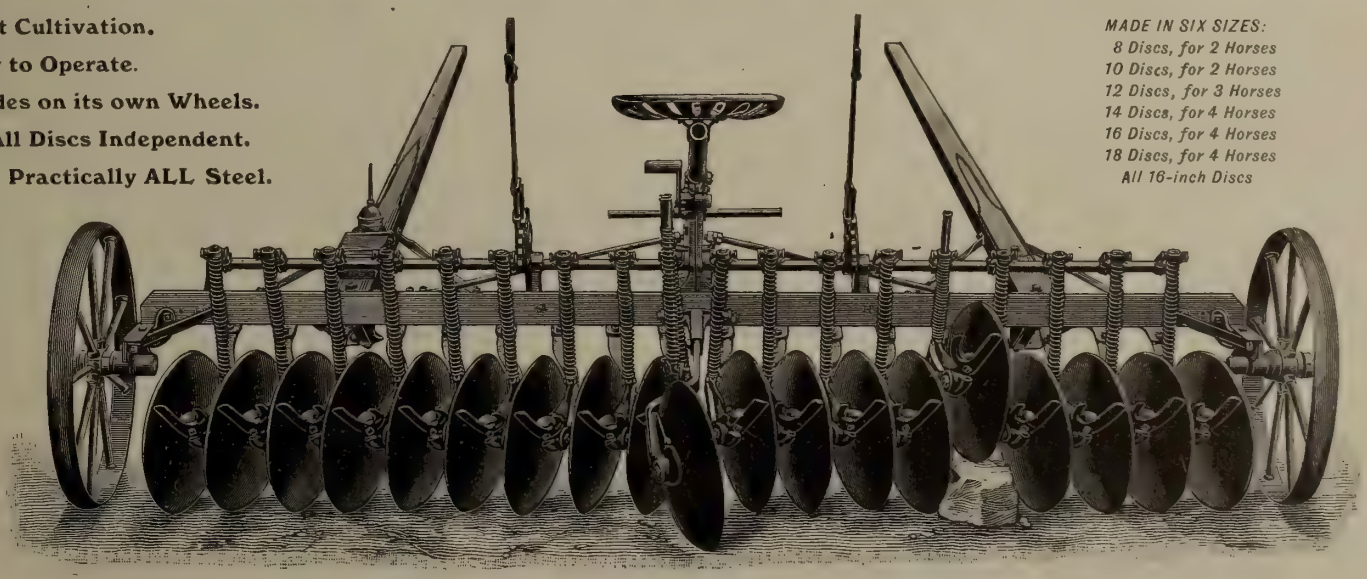
SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,
310 Ross Avenue Winnipeg Man.

The Land Packer and its Work.

That the land packer is destined to become one of the most important machines in a farmer's equipment, especially of farmers resident in the dryer sections of this country, there is every reason to believe. That it will prove ultimately to be a profitable source of revenue to the members of the retail trade is beyond doubt, because what the farmers want in this line the dealers must supply. Furthermore, that the manufacturers have grasped the fact that there is a demand for such an implement is shown by their production of it.

Among a large number of farmers and a great many dealers there is an impression current that the packer is only for use immediately after plowing in the spring. Now this is erroneous, as shown by the following quotation from the Soil Culture Manual of Mr. H. W. Campbell, the father of "dry farming." He says: "Subsurface packing of the soil is a process of following the plow immediately or otherwise with implements which crush down the loose soil of the under portion of the furrow slice, breaking up the large lumps, compacting the whole so that the particles of soil lie closer together and form a perfect connection between the unbroken earth beneath the surface and the loosened soil of the furrow." From this it appears that at all seasons of the year, after spring plowing, or summer fallow, or in the fall, the packer is a source of benefit to the land.

Now the main object of this implement is not that of aiding in storing up moisture in the soil, but that of conserving or equalizing the holding capacity of the earth for both air and water. Dealers should endeavor to impress this fact upon the minds of their customers and should also specifically point out that the purpose of the tool is not merely to maintain the present normal yield of the land, but to greatly increase the present average by anywhere from fifty per cent to five times that amount.

Experiments carried on in many dry districts have proven conclusively, according to eminent authorities on the subject, that plant life in large quantities can only be secured by having just the proper amount of air and water in the soil. When there is too much water and too little air, or vice versa, it is impossible to obtain the best results. Experts state that the latter condition is much the more injurious to plant life because if the soil is too coarse and loose then the air exists in much larger quantities than is desirable, so that the development of bacteria and nitrates is much slower than it ought to be.

Summing up the attributes of the packer it may be said to keep more water in the soil, to increase the capillary movement of water, to afford a more prolific growth of roots, to bring about a more rapid development of nitrates and bacteria, and to provide a larger percent of available fertility or plant elements during drouthy periods or conditions. When the packer accomplishes that it does a wonderful work for the farmer.

Constructing New Garage.

During the past month the McLaughlin Carriage Co. let the contract for the construction of their new automobile garage on Maryland Street, close to Portage Avenue. This structure will be two storeys in height, and 199 x 124 feet in size. The walls will be of brick and the foundation of concrete and rubble. It is understood that the cost is somewhere in the neighborhood of $25,000. Work was commenced as soon as the frost left the ground and the contract calls for completion the end of May.

Who Makes What?

"Who Makes What?" is the title of a book of reference for buyers of hardware lines. It is sent to us by the publisher with the request that we make a note of it in our columns. This book is priced at one dollar, and may be secured postpaid from Daniel T. Mallett, of 253 Broadway, New York, N.Y. To our readers handling hardware lines this work may be of some interest as it contains the names of practically all makers of hardware in the United States, and several in Canada.

Storage & Forwarding

Best Service - Up-to-date Warehouse
Trackage Location

WM. BOURKE

Brandon Man.

A Superb Thresher Catalogue.

Complete in every detail the 1909 catalogue of the American-Abell Engine & Thresher Co., came to hand recently, a splendid specimen of the art of the designer and printer. It is no exaggeration to say that this is the finest catalogue ever issued by this company, and its superior, so far as is known, has not been issued by any similar concern this year.

In size it is exactly twelve by nine inches. The cover, which is printed on heavy cover stock, is designed to represent a stretch of green burlapping. On the front appears the firm name, the year of issue and their various addresses, in large white letters. These are in bold relief and an excellent sample of the work of an expert clay modeller. Under the name in a mortised space in the burlap stands the well-known "Cock o' the North," in all the glory of his brilliant plumage, while in a similar position on the back cover is the national emblem, the Maple Leaf, in all the beauty of autumn's most entrancing tints.

Inside are sixty-two pages of superb surface paper. Throughout these are many splendid illustrations, both in black and color,, two in the latter being particularly attractive. These show a 26 H.P. Cock o' the North engine and a Toronto Combination separator, with American-Abell feeder, band cutter and wind stacker.

The reading matter has also had lots of attention and in addition to giving full information regarding the firm's lines, gives other matter of general interest to the dealers and farmers of this country.

Don't hesitate about sending a request for a copy of this catalogue. Address your card to the office of the company at Winnipeg.

An Up-to-Date Fence Factory.

Numbered among the growing factories of Winnipeg today is that of the Manitoba Anchor Wire Fence Co., located on the corner of Henry Avenue and Beacon Street. Some months ago the management decided that in order to keep pace with the demands of the West it was essential that they have additional factory room. Following this decision a site was secured at the point stated and an up-to-date factory building, comprising two storeys and basement, was completed and occupied a couple of months or so ago.

The front half of the basement is devoted to various uses, while the back part is a store room for wire entering into the construction of their Leader woven wire fencing. The rear part of the first, or main, floor is the factory proper. Here the company has installed some of the most up-to-date automatic fence building looms on the market. One machine in particular is worth going some distance to see, and dealers are invited to call and watch it in operation while in the city. It takes the horizontal wire in individual strands at one side, pulls in the cross or vertical wire, fastens them with the patent Leader lock, and turns the wire out in bundles at the other end at the rate of about four miles per day for a 42 inch fence. In the front part of this flat are located the offices of the company which are fitted to meet the requirements of their business.

On the upper floor is the general storage room, where in addition to keeping Leader fencing, are stored the various lines manufactured by this comyany, including Anchor field erected fence and supplies, gates, and ornamental iron fencing of various kinds.

The manager of the company, Mr. R. G. McKeag, states that they are compelled to work their factory day and night in order to take care of business secured this year. He expects that 1909 will prove the most successful year in the history of this concern.

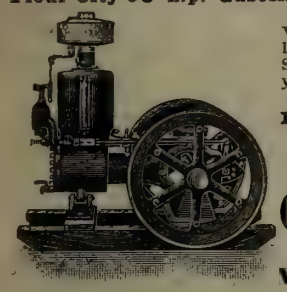
Improves With Age.

Like old wine the Implement Blue Book, published by the Midland Publishing Co., of St. Louis, Mo., improves the older it gets. A copy of this work for 1909 came to hand a short time ago. It is the sixth volume of the kind and the utmost care appears to have been taken in its revision. Several new and desirable changes have been introduced, the principal of which is interesting and important information covering the personnel and business organization of each manufacturing establishment. This, as the publishers believe, adds materially to the value of the book. This issue contains in all 464 pages, and is most completely indexed.

Lines We Manufacture
AND DEAL IN

Windmills for power and pumping
Stickney Gasoline Engines—(Stationary and portable)
Horse Powers and Tread Powers
Water Towers and Elevated Tanks for Towns and Villages
Fire Engines, Steel Flag Staffs
Toronto and Aylmer Pumps—(all styles and kinds in Iron and Wood)

Tanks in Steel and Wood
Grain Grinders
Steel Saw Frames and Saws
Feed Cutters
Watering Troughs and Basins
Eagle Steel Lawn Swings
Kelly and Tanneyhill and Standard Well Drilling Machinery
Aylmer Farmers' Wagon, Stock and Platform Scales
Plour City 30 h.p. Gasoline Traction Engine



Write us for Catalogue and Prices. Specify the goods you want information about.

Pipe and Fittings, Belting and Hose, Brass, Iron and Porcelain Lined Cylinders, Eureka and Deep Well Cylinders, Hydraulic Rams

Ontario Wind Engine & Pump Co.
Limited
WINNIPEG **MAN.**

The Improved Brandon Sub-Surface Packer

Is not a one-season tool. To ensure the user the best results, dealers should urge the use of the packer after all plowing, whether in the spring, summer or fall. Correct other impressions in the minds of your customers. They are erroneous. It should be on sale by every live dealer. It's V shaped discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine. Built in two sections to conform to uneven surfaces.

24 WHEELS
WEIGHT 2560
WIDTH 12 ft.

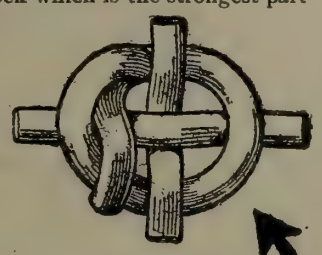
20 WHEELS
WEIGHT 2200
WIDTH 10 ft.

Bushings on the Brandon Sub-Surface Packer, when worn, may be replaced at trifling cost. Let us tell you all about Sub-Surface Packing as a method of tillage. Catalogues on request.

The Brandon Machine Works Co., Ltd., Brandon, Man.

Twice As Strong

Hitherto the weakest part of a woven wire fence has been the lock, but now we offer you a new fence with a lock which is the strongest part of the fence. Notice that this lock not only grips the lateral wire to stay, but the ends of the lock are curved in such a manner that the lock **practically interlocks itself**, making it the strongest part of the entire fence, and giving a double grip. A double-grip means a twice-as-strong lock, a twice-as-strong fence—a twice-as-good investment, and no danger of loose locks in fence, and that is well worth consideration.



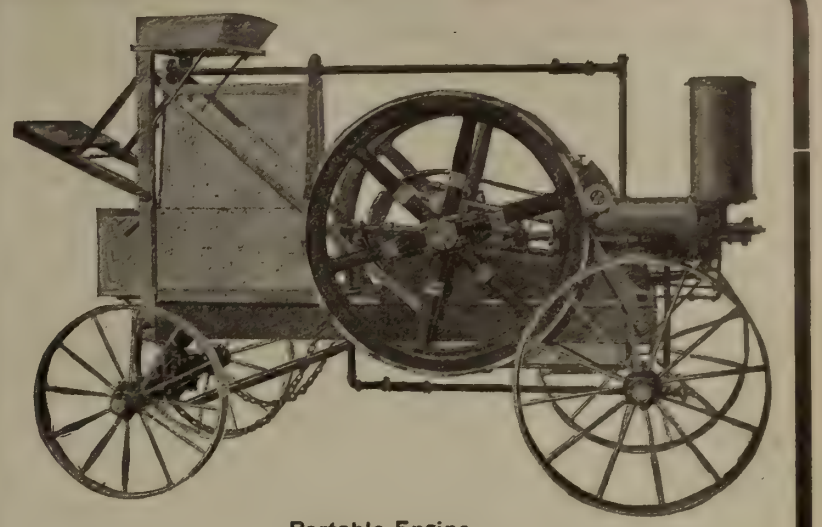
We manufacture many designs of Leader woven fence, both in the standard, heavy, and medium weight, using nothing but the best galvanized wire in all our fences.

We also make the old reliable Anchor field erected fence, coiled spring wire, gates, etc. Catalogue shows different styles of fence and gates for horses, cattle, hogs, etc. Write for your copy.

This is the best fence agency offered the dealer—**GET IT!**

Anchor Fence Co., Ltd.
850 Henry Ave., Winnipeg, Man.

THE LEADER Fence Lock



Portable Engine.

DO YOU SELL GASOLINE ENGINES?

They are the Business Boosters These Days.

There are so many purposes for which the gasoline engine may be used that it can be sold every week in the month and every month in the year. To be successful in selling gasoline engines you must sell the engine that will do the work and do it right—the I.H.C.

There is no power so good as an International gasoline engine for operating threshing machines, saws, well-drilling machines, pumps, feed cutters, cream separators, churns, etc.

Boost your business. Sell I.H.C. gasoline engines. They are business getters. Investigate their possibilities. You will then see why they will put more life into your business.

Investigate and You will Find Out Why the I.H.C. Gasoline Engine is the Best Seller.

Here is the line complete:

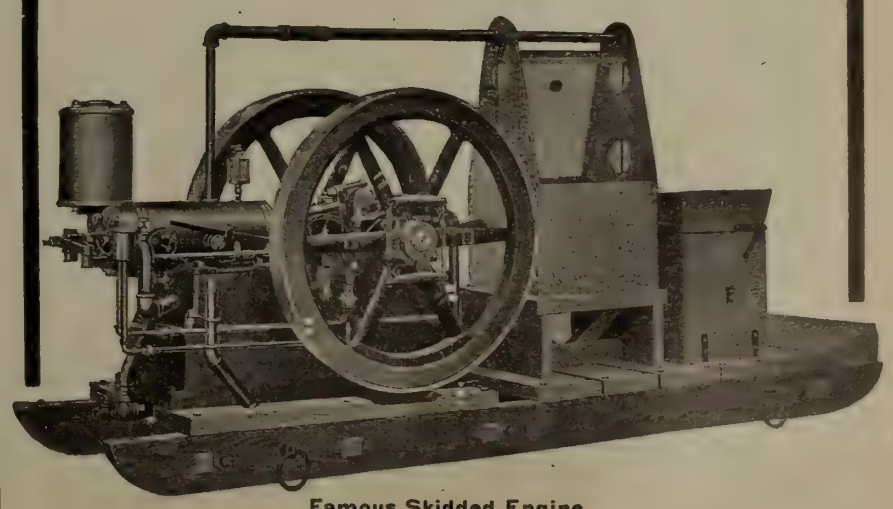
I.H.C. vertical 2, 3 and 25-h.p.; horizontal (portable and stationary) 4, 6, 8, 10, 12, 15 and 20-h.p.; traction 12, 15 and 20-h.p.; Famous skidded engines 2, 3, 4, 6 and 8-h.p.; Famous engines for mounting 4 to 20-h.p.; Famous air-cooled engines, 1 and 2-h.p.; also a complete line of Famous sawing, spraying and pumping outfits and jacks.

Secure a contract at once to handle this complete line of engines. See the International blockman, or write the nearest branch house.

Western Canadian Branch Houses:

Brandon	Calgary	Edmonton
Regina	Saskatoon	Winnipeg

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)
CHICAGO **U.S.A.**



Famous Skidded Engine.

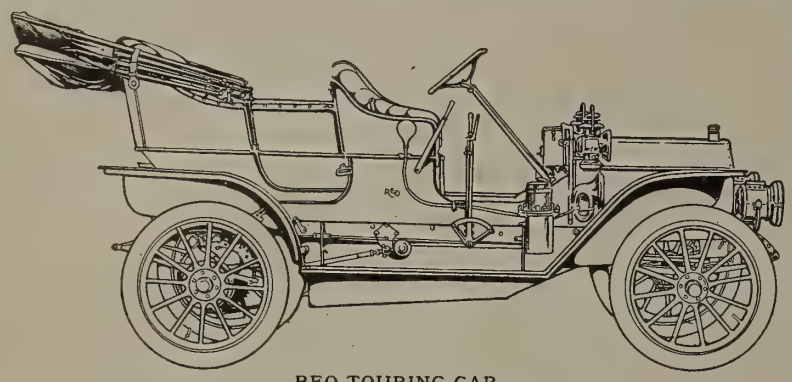
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D. 1909 (40 h p., five passengers).....**$3,100.00**
Cadillac "Thirty" 1909 (shaft drive, five passengers).....**$2,000.00**
Reo, Model A. 1909 (22 h p., five passengers).....**$1,400.00**
Ford, Model J, 1909 (20 h.p., shaft drive, five passengers).....**$1,100.00**
Reo Runabout (10-12 h.p., 2 or 4 passengers).....**$700.00**



REO TOURING CAR

A WORD TO DEALERS AND PROSPECTIVE PURCHASERS

Owing to the big demand for Autos this season it is absolutely imperative that orders be placed at once to assure an early delivery date.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. WINNIPEG

THE CENTRAL CANADA INSURANCE COMPANY

BRANDON

Operating in
Manitoba Alberta Saskatchewan

Subscribed Capital **$365,000.00**

Substantial Cash Deposits with
THREE PROVINCIAL
- GOVERNMENTS -

FIRE INSURANCE

PURE-BRED REGISTERED
LIVE STOCK INSURANCE

HAIL INSURANCE
(MANITOBA AND SASKATCHEWAN)

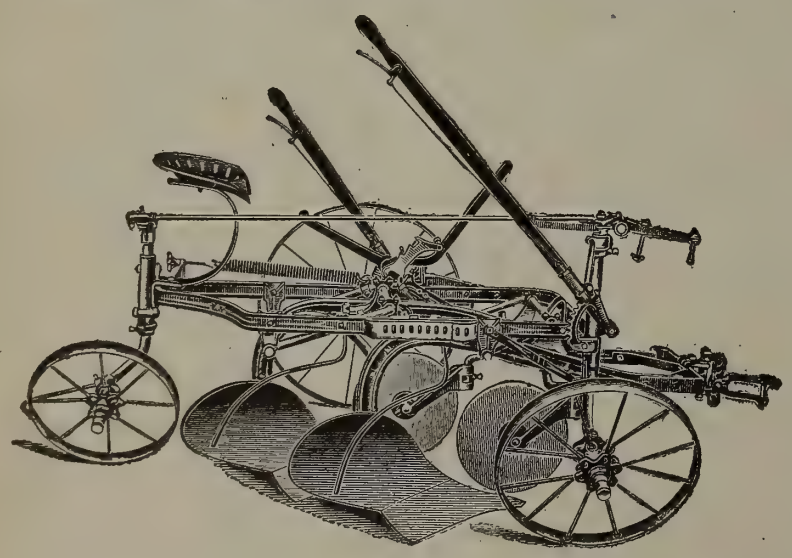
On our UNBROKEN RECORD for prompt payment in full of all Loss Claims we solicit your patronage

You Pay the Premium We carry the Risk

Full information may be had from any Local Agent or the Head Office of either Company

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON
THE SASKATCHEWAN INSURANCE CO. REGINA
CANADA

New Eclipse Plows



If you want the plow trade of your town, handle the New Eclipse Plows.

They are so different and so good that your customers buy them on sight

That makes pretty easy money for you.

Better write us to-day for our Catalogue and guarantee on

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG.

DOMINION CARRIAGE CO.
LIMITED.

GENTLEMEN'S DRIVING WAGON.

TORONTO.

High Quality and Stylish Design
Roomy and Comfortable. Handsome Finish

WE want to hear from dealers who would like to handle a line of Top Buggies, Gentlemen's Driving Wagons, Road Wagons, Democrats, etc., that is above the average in quality of materials, beauty of finish and stylishness of design. Simply write and ask us for full particulars about the

"MAPLE LEAF" LINE

and we will do our part to interest you further.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:
Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

VOL. IX, No. 6. WINNIPEG, MAN., JUNE, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which has a world-wide reputation for being the highest standard goods on the market. For further particulars send for beauti: fully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; **and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

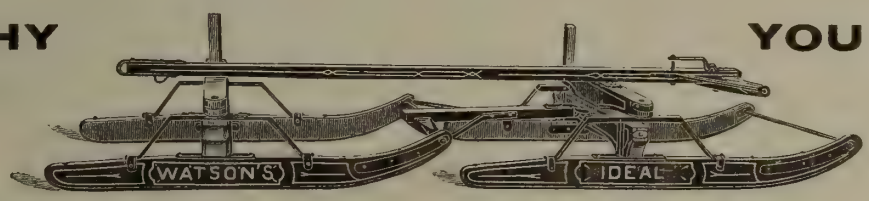
Offices throughout the civilized world. Correspondence invited.

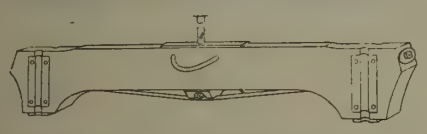
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

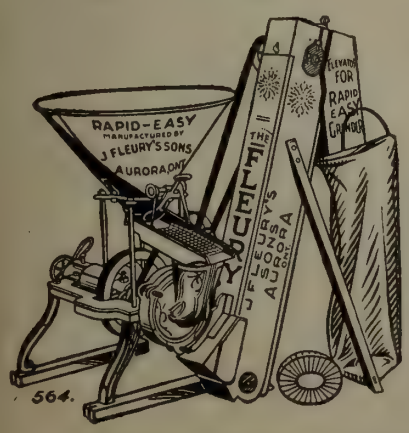
8 REASONS WHY YOU SHOULD SELL WATSON'S SLEIGHS



1. **DURABLE:**—Only the best seasoned and straight-grained wood is used for runners, benches, poles, etc.
2. **LIGHT RUNNING:**—Runners are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.
3. **STRONG:**—More and heavier steel is used, for rods, braces, raves, etc., than on other makes.
4. **CAST SHOES:**—Of a special patented design of our own, greatly superior to any other.
5. **WELL FINISHED:**—Painting, striping, varnishing, done thoroughly and attractively.
6. **MADE IN ALL SIZES** with steel or cast shoeing.
7.  Equipped with patent trussed bench—will not sag or break
8. **OUR PRICES ARE RIGHT.** ***Write and our traveler will call.***

John Watson Mfg. Co. LIMITED

WINNIPEG



THINK NOW OF PROFITS

from **proper feeding** next season.

Prepare by buying a "RAPID-EASY" GRINDER which does **more work** with **same power** than others. Grinders in **styles** and **sizes** to **your power**—or **any power.**

This cut shows **one style** and **one size** only.

"I crush **all kinds** of grain—both **mixed** and separate. Barley is the hardest, but I can crush **200 bags** of this grain **in ten hours.** My Grinder has been in use about **15 years.** If you have one in your shops of the same size that can **beat this** let me know! I use a 18 to 20 H.P. Waterloo Engine."

Wm. Howie, Strongville, May 3, 1909.

JOHN DEERE PLOW CO. Ltd., Sole Agents

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

JOLIETTE "CHAMPION" FEED GRINDER

Joliette "Champion" Feed Grinder

This machine is designed for grinding small grain. The grinding plates are flat and are made in one piece. They are milled and faced carefully, and are securely fastened to the revolving head. The bearings have a broad surface and are lined with friction metal, which can be easily renewed.

The feed screw permits the operator to feed a large or small quantity of grain as may be desired, and distribute it evenly over the surface of the grinding plates. By means of a hand screw placed at the end of the shaft, the grinding plates can be quickly separated or brought together. The plates can be adjusted to grind fine or coarse.

Every farmer, stockman and dairyman should have a feed grinder, because it is necessary to grind the grain to secure its full value when used as feed. A feed grinder will pay for itself in a very short while because of the time saved and the money saved that is paid to the customs grinder.

Joliette "Champion" feed grinders are supplied in eight sizes, with 8, 9, 9¼, 10½, 11 B and 11-inch grinding plates. A full stock of repairs for these grinders are carried at all general agencies, and they can be secured without trouble and delay.

The Joliette "Champion" feed grinder is manufactured by S. Vessot & Co., Joliette, P.Q., and is sold in Western Canada by the International Harvester Company of America. Those desiring a power to operate the grinder will find the I.H.C. gasoline engine particularly well adapted for the purpose.

For full particulars relative to the Joliette "Champion" feed grinder, write any of the Western Canadian branch houses of the International Harvester Company of America at Brandon, Man., Calgary, Alta., Edmonton, Alta., Regina, Sask., Saskatoon, Sask., and Winnipeg, Man.

SOLD BY

INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO (Incorporated) U.S.A.

BINDER TWINE FOR 1909

The Famous (Circle G.)

G

Pure Manila - 650 ft.
Manila - - - 600 ft.
Standard Manila - 550 ft.
Standard - - 500 ft.

Brands.

Manufactured by

The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply

M. O. HEDLEY & CO.

Western Representatives

BRANDON, Man.

Dealers demand the Original Kramer Rotary Harrow Attachment.

ORDER NOW FOR THE FALL TRADE. Don't Mistake the False for the True.

An invention of real merit, like the Kramer Attachment, is almost always counterfeited, but worthless or inferior articles never. Unscrupulous imitators, without ideas of their own, must, perforce, trade upon the brains and reputation of others, but fortunately their career is usually brief, because disaster and dishonor is the inevitable destiny of every transgressor. Beware, therefore, of spurious imitations of our implement.

REMEMBER

The Kramer is the pioneer and only perfect Rotary Harrow Attachment for Plows—constructed of honest materials and designed by practical men who know thoroughly what the farmers need.

The Kramer blades reduce the soil to a fine mulch, thus holding the moisture of the earth against the effects of sun and wind.

The Kramer saves the extra cost of harrowing, which is done while plowing—both at one operation.

The Kramer is reasonable in price and is a superior profit-earner for every dealer.

The Kramer is the only invariably satisfactory device of its kind ever made. It is a real and not a sham implement.

No other line of Attachments are built for use in connection with every sized plow from single bottoms to large steam outfits.

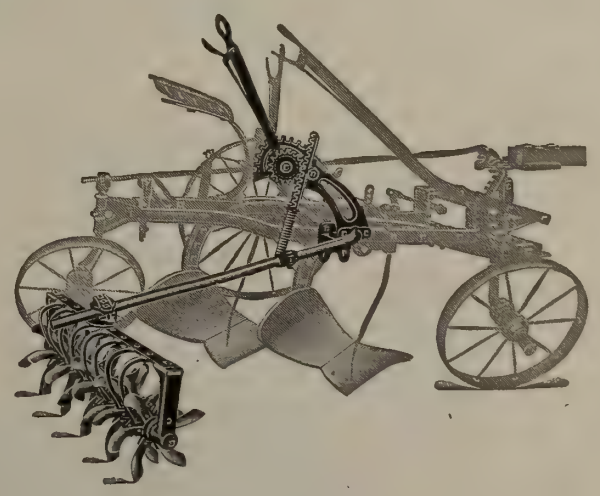
No other line provides suitable adjustable brackets for all manner of stag and disk plows.

No other line is as perfectly built from high grade material, or as easily controlled in operation.

Simplicity and Durability will dominate every one of our 1909 and 1910 structures.

REMEMBER

The Kramer is the Original and Only Successful Rotary Harrow Attachment.



CANADIAN AGENTS :

C. W. DAVIDSON, for Manitoba.
110 Harriet Street, Winnipeg

TUDHOPE, ANDERSON & CO., Ltd., for Saskatchewan and Alberta.
Winnipeg Regina Calgary

Address nearest Agency, or J. W. KAUFMANN, Exclusive jobber of the products of

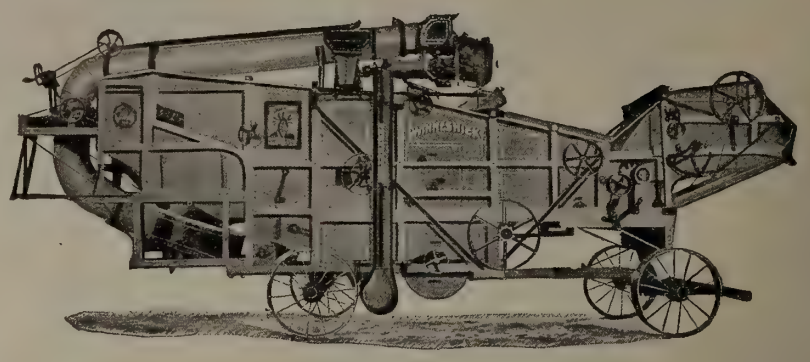
THE KRAMER COMPANY, PAXTON, ILL., U.S.A.

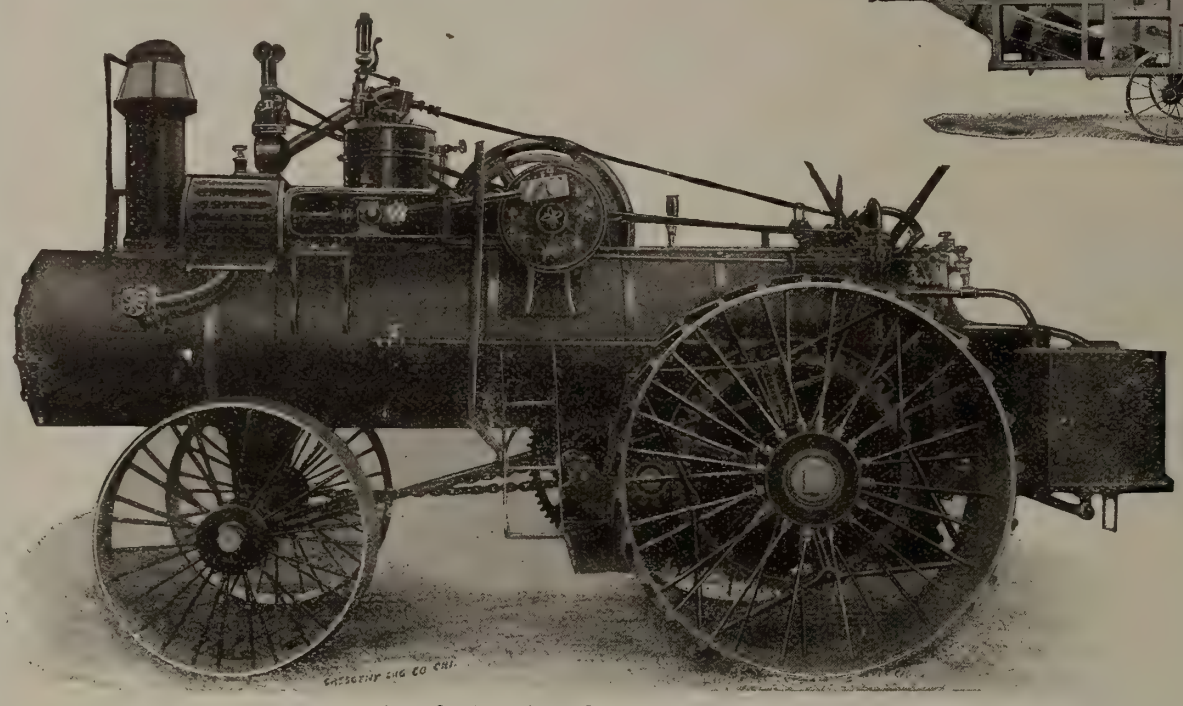
Our Goods are Sold through Dealers only.

The Winneshiek Line of THRESHING MACHINERY

is a line that any Dealer can well afford to tie up to. It comprises Winneshiek Separators, Winneshiek Engines, Wind Stackers and Self-Feeders.

Our machinery has been in use for 15 years. There is none better and few so good. OUR GOODS are sold through dealers only. If not represented in your town secure the agency, it will make you money.





Here is what a Manitoba Winneshiek Owner says :

HASKITT, MANITOBA, April 21st, 1909.
H. T. HELGESON,
Gen. Agent Cascaden Mfg. Co.,
WINNIPEG, MAN.

Dear Sir,—Yours of the 20th received with reference to the Winneshiek Threshing Machine which I bought from the Cascaden Manufacturing Co. The machine has given me entire satisfaction, and the farmers whom I threshed for are more than pleased with my threshing as the machine threshes fast and good and saves all the grain. I have threshed for many years and never saw a machine that could do the work that the Winneshiek does. It is strong and will last, and when the threshermen find out what this machine is, you will get many sales for them.

I am, yours truly, (Sgd.) D. D. FEHR.

WRITE FOR CATALOGUE.

Manufactured by CASCADEN MANUFACTURING CO., WATERLOO, IOWA, U.S.A.

Canadian Branch Office: 772 DUFFERIN AVE., WINNIPEG, MAN.

H. T. HELGESON, General Agent.

The Name Tells a True Story.

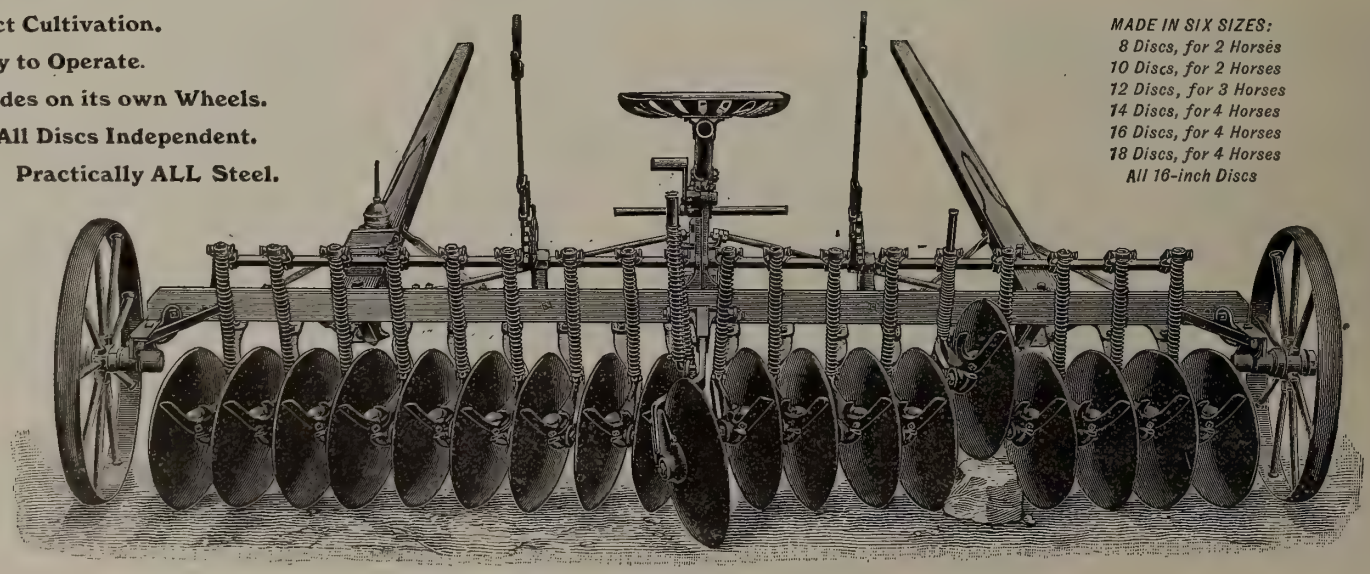
SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,

310 Ross Avenue **Winnipeg Man.**

PLYMOUTH TWINE

is the kind that is **always** good—just the same last year—this year—next year. **Always** has the Sheaf trade-mark, which carries our guarantee.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Massachusetts

Eighty-five years of fiber-working experience, the facilities and reputation of the World's largest cordage factory are behind every ball of this twine.

OUR position as a factor in the fiber market has given us an opportunity to buy at very favorable prices the grades of Manila hemp for making twine. This is to your advantage. For instance, take "PLYMOUTH" 550-ft. twine (guaranteed full length) which contains a good proportion of Manila and compare it with any "STANDARD" or SISAL on the market. "PLYMOUTH" at the higher price will give more feet to the dollar.

BE SURE TO USE PLYMOUTH MANILA ROPE FOR YOUR HAY-CARRIER TRADE

CANADIAN DISTRIBUTING AGENTS:

W. G. McMahon
(Representing LINDSAY BROS.)
Winnipeg, Man.

Hobbs Hardware Co.
Toronto, Ont.

Crowned with Success

We Plow the Prairie

The Dealer's Trade-Winner

An enormous ever-increasing trade is the constant result of our years of strenuous effort to supply the Western Farmer with **exactly what he needs.**

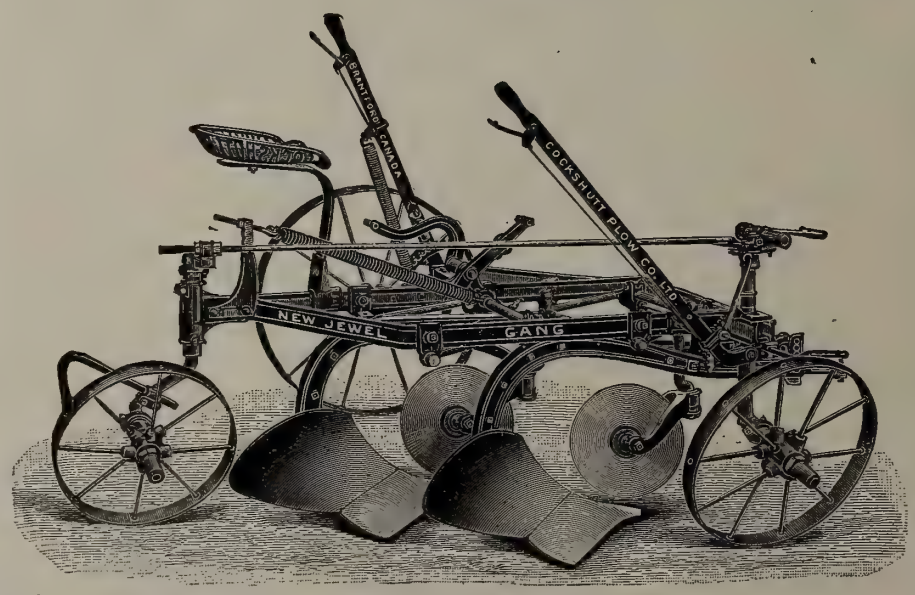
Our Motto: "No Standing Still."

Every month sees a successful, valuable addition to our already complete and popular line.

OUR GOODS DO THE BUSINESS

in the field and in the warehouse.

WE LEAD; PROFIT BY IT— COME WITH US.



JEWEL GANG

We Seed the Soil

The Farmer's Pride

Cockshutt Plow Co., Limited

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. IX, No. 6 WINNIPEG, MAN., JUNE, 1909. SUBSCRIPTION PRICE { Per Copy 5c. Per Year, 50c

The Interprovincial Retail Implement Dealers' Association

The Declaration of Purpose and Articles of Association of the above have now been issued and sent out to the members. The organizer is at present out on the road. We bespeak for him a courteous reception by every dealer in the West. We do not mean that you should wait until he comes along before joining. Send your subscription at once to the secretary, Mr. F. D. Blakely, 901 Union Bank Building, Winnipeg. No implement dealer should delay in becoming a member; his business is one with a great future in this country, and nothing but union and co-operation of the trade will properly conserve its best interests and protect it in every way. This is a matter of personal interest to every dealer and the necessity of joining cannot be too strongly urged. Do it now.

We print hereunder the Constitution and By-laws:

CONSTITUTION.

DECLARATION OF PURPOSE.

We realize the convenience, if not the necessity, of the retail implement and vehicle dealer to every community, and we are interested in the promotion of the general welfare and the perpetuation of the retail implement and vehicle businesss.

We recognize the absolute right of every person, partnership or corporation to establish and maintain as many retail stores as he, they, or it may see fit.

We recognize the legal right of the manufacturer and wholesale dealer in implements or vehicles to sell in whatever market, to whatever purchaser, and at whatever price they may see fit.

We also realize the disastrous consequences which result to the regular retail implement and vehicle dealer from direct competition with wholesalers and manufacturers, and appreciate the importance to the retail dealer of accurate information as to the nature and extent of such competition where any exists.

And recognizing and appreciating the advantage of co-operation in securing and diseminating any and all proper information for our mutual convenience, benefiit or protection, we have organized this association, and have adopted the following articles for the government of our affairs.

ARTICLES OF ASSOCIATION

ARTICLE I.

Name.

The name of this organization shall be the Interprovincial Retail Implement Dealers' Association.

ARTICLE II.

The Object.

The object of this association is and shall be to secure and disseminate to its members any and all legal and proper information which may be of interest or value to any member or members thereof in his or their business as retail implement and vehicle dealers.

ARTICLE III.

Limitations and Restrictions.

Section 1. No rules, regulations or by-laws shall be adopted in any manner stifling competition, limiting production, restraining trade, regulating prices, or pooling profits.

Section No. 2. No coercive measures of any kind shall be practiced or adopted towards any retailer, either to induce him to join the association, or to buy or to refrain from buying of any particular manufacturer or wholesaler. Nor shall any discriminatory practices on the part of this association be used or allowed against any retailer for the reason that he may not be a member of the association, or to induce or persuade him to become such member.

Section 3. No promises or agreements of any kind shall be requisite to membership in this association, nor shall any penalty be imposed upon its members for any cause whatsoever.

ARTICLE IV.

Membership.

Section 1. Any person, firm or corporation regularly engaged in the retail implement and vehicle trade, carrying an assorted stock of implements and vehicles reasonably commensurate with the demands of the community, shall be considered a regular retail implement or vehicle dealer, and be eligible to membership in this association.

Section 2. The membership fee shall be five dollars ($5.00), payable in advance, and this fee shall cover the dues for one year from date of last annual meeting. The annual fees thereafter shall be five dollars ($5.00) per year.

Retail dealers having more than one store shall be considered as members only at points for which they have taken memberships.

Section 3. The membership fee and annual dues, as provided in the preceding section, when paid, shall entitle the party to membership and to all the rights and privileges of this association to the end of the year for which such dues are paid, and no longer; but membership may be renewed for each successive year by the prepayment of the annual dues for any such year, unless the board of directors shall, for any cause, determine that the party is undesirable, or ineligible to membership.

Section 4. Any member may withdraw from membership in this association at any time by giving written notice to the secretary of such withdrawal, and by surrendering his certificate of membership. Any member going out of business which entitled him to membership, shall be deemed to have withdrawn from membership.

Section 5. Any member withdrawing from membership, or ceasing to be a member for any reason shall not be entitled to refund of membership fee, or of any annual dues, or of any part thereof; but the same, and the whole thereof, shall belong to the association absolutely.

Section 6. Honorary membership shall be extended to the president of any like association, and may also be extended to any other individual by a two-third vote of those present at any regular meeting of the association.

ARTICLE V.

Officers and Their Duties.

Section 1. The affairs of this association shall be managed by a president, vice-president, and a board of six directors, including the president, vice-president and secretary, who shall be ex-officio members thereof. The president and vice-president shall be elected annually. The balance of the directors shall be elected as follows: One-half for one year and one-half for two years, and one-half to be elected yearly thereafter, to hold office for the term of two years. All officers to be elected by ballot. It shall be the duty of the president, or in his absence, the vice-president, to preside at all meetings of this association. The directors shall have power to hold meetings at such times as they may deem proper, to make or amend by-laws for carrying into effect the objects of this association; to appoint committees; to print and circulate documents in the interest of this association; to disburse the funds of this association; to employ a suitable person as secretary, at such salary as in their judgment will be for the best interests of the association and devise and carry into execution such other measures as

they may deem proper to promote the welfare of this association. All resolutions of the board of directors may be authenticated by the signature of the president and the countersigning of the secretary. The directors shall be paid their necessary expenses in attendance upon meetings of the board or acting under the instructions of the board.

Election of Secretary-Treasurer.

Section 2. It shall be the duty of the board of directors, after each annual meeting, to elect a secretary-treasurer for the term of one year. They shall fix his salary; but such salary shall not be in excess of the sum which said board may reasonably expect to receive from the membership of this association.

Duties of Secretary-Treasurer.

Section 3. Upon election, the secretary shall become a member of the board of directors, to serve during his term of office, and to have a full voice in the management of the affairs of this association, during the time which he may serve.

It shall be the duty of the secretary-treasurer to keep the minutes of this association, to disburse all funds under authority from the board of directors, and to keep a strict account of all moneys belonging to the association. He shall make an itemized report at each annual meeting of the business of the previous year.

The secretary shall notify each member of this association of the annual or special meeting at least ten days previous to such meeting.

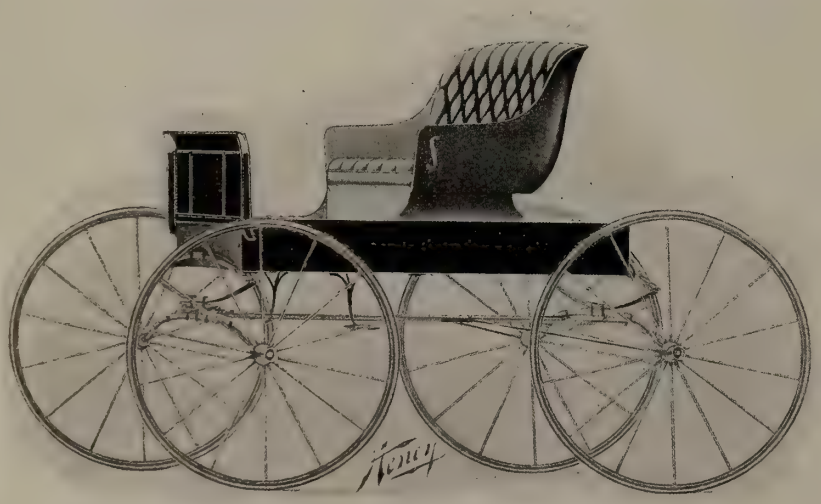
The board of directors shall prescribe and determine what other service he shall give to the association during the term of his office.

Executive Committee.

Section 4. The president, vice-president and secretary, ex-officio, are constituted the executive committee of this association. In all matters relating to reports made by this association between the sessions of the board of directors, the said committee shall have the same powers as those conferred upon the said board of directors. That upon the request of the secretary, said committee shall convene to determine such matters as are not clearly defined by the articles of association, or such other questions as he deems of great importance to this association.

CARRIAGES—

Top Buggies, Road Wagons, Democrats, Concords, Surries, Traps, Phætons, Mikados, Pony Carts, Road Carts, etc.



HARNESS—

Farm Team Harness of all descriptions. Single and Double Express, Double Driving, Single Driving, Summer Sheets, Lap Dusters, Rugs, Sunshades, Whips, etc.

We have a complete line of the above named goods at our Winnipeg warehouse and will be pleased to receive your orders.

THE E. N. HENEY CO., LTD.

132 Princess Street WINNIPEG

ARTICLE VI.

Reports to Secretary.

Section 1. Any member of this association having knowledge of a sale by a manufacturer or wholesale dealer or his agents to other than a regular dealer within the territory of such member, may notify the secretary of this association in writing, giving as full information in reference thereto as practicable, such as date or dates of shipment and arrival, original point of shipment, names of consignor and consignee, and such other particulars as may be obtainable.

Such notice, if filed at all, must be sent, with or without information in detail, within a reasonable time after receipt of shipment at point of destination, and no notice shall be filed of any such sale or shipment occurring within fifteen days after date of said member's certificate of membership.

Upon receipt of such written notice, the secretary shall immediately verify such report so far as practicable.

Section 2. All sales or shipments made to other than regular dealers by commission merchants, agents or brokers, shall be considered as though the same were made directly by the manufacturer or wholesaler from whom such commission merchants, agents or brokers secure such goods or shipments.

Section 3. Each member, when he joins this association, and once each year thereafter (and oftener if the board of directors shall request it), is expected to furnish the secretary, when called upon to do so, a list of those manufacturers and wholesalers and agents, from whom he buys.

ARTICLE VII.

Meetings.

Section 1. Annual.—The annual meeting of this association shall be held at such time and place as the board of directors or executive committee may determine.

Section 2. Special. — Special meetings of this association may be called by the board of directors or executive committee when in the opinion of the board such meetings are necessary.

Section 3. Notice.—Members shall be notified by mail of annual and special meetings at least ten days previous to such meetings.

Rules Governing Meetings.

Section 1. The order of business, when not changed by the consent of the meeting, shall be as follows:

1. Reading the minutes of last meeting.

Business arising out of the minutes.

3. Reports of the officers and executive board, and business arising therefrom.

4. Reports of standing and special committees, and business arising therefrom.

5. Communications.

6. New business.

7. Election of officers.

Section 2. No debate shall be allowed except on a motion regularly before the chair.

Section. 3. At special meetings the subject for which the meeting was called shall take precedence of all others.

Section 4. The president shall have the right to vote as a member, and he shall give a casting vote on all cases of equality of votes upon any resolution or election.

Section 5. By motion regularly carried, any resolution or proposed action may be voted upon by ballot, and on any matter allowed to go to open votes, two members shall be allowed to call for the yeas and nays.

ARTICLE VIII.

Compensation of Officers.

All officers and directors of this organization shall be entitled to have their necessary expenses paid when attending special meetings, or acting under instructions of the board of directors or the executive committee.

ARTICLE IX.

Quorum.

Nine members of this association shall constitute a quorum for the transaction of business, but a smaller number shall have the power to adjourn.

A majority of the board shall constitute a quorum at any directors' meetings.

Two shall constitute a quorum of the executive committee.

ARTICLE X.

Amendments.

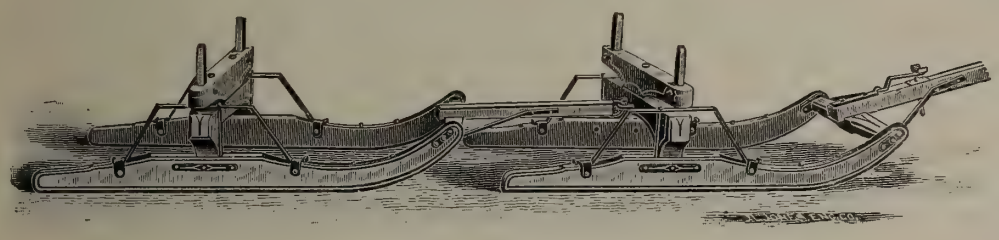
Amendments to these articles may be made at any regular meeting, or special meeting called for that purpose, by a vote of at least two-thirds of the members present and voting.

In case of necessity, of which the board of directors shall be the sole judge, such board may amend these articles, and such amendment shall hold good until the next following meeting of the association.

Adams' Wagons

Are the result of 45 years' experience in high-grade wagon construction. No wagon sold to the trade has a higher reputation than the Adams. Constructed of well-seasoned, first-class materials, by workmen who know how. Equipped with the celebrated Adams' Truss Axle. Well-finished, strong, durable and light running.

ADAMS' FARM WAGON



ADAMS' FARM SLEIGH

Adams' Sleighs

Are the best sellers offered the trade. Better proportioned, better finished, and stronger throughout than any other sleigh on the market. Steel or cast shoeing.

COCKSHUTT PLOW CO., LIMITED

General Agents for Western Canada.

WINNIPEG REGINA CALGARY EDMONTON

"NEW IDEAL" Engine, showing construction of Power Mill. Roller and Ball Bearings. Self-Oiling.

"New Ideal" POWER MILLS

Some Principal Features:

The bevel pinion is placed on top, so that the bevel gears are always working into mesh.

Wheel is placed on opposite side from where the gears are—one counter balances the other.

Ball bearings are provided which take off the end friction or thrust, insuring the mill giving most power.

Extra heavy gears, which are so fitted that any slack can be taken up in case of wear.

Turn-table has large steel balls to carry the weight of the engine. These run in a chilled track.

There are also many other points of importance. Get a catalogue covering them. It will be sent on request.

If you want the Windmill Business of your district, you must get the Agency for the "Brantford."

Manufactured by GOOLD, SHAPLEY & MUIR CO., Limited, Brantford, Ontario.

COCKSHUTT PLOW CO., LIMITED

General Agents for Western Canada.

WINNIPEG REGINA CALGARY EDMONTON

Best Methods of Selling Cream Separators.

The selling of cream separators is a branch of the implement business that contains great and ever increasing possibilities in Western Canada. There are thousands of farmers to whom these machines might readily be sold today, and as the natural development of the country continues, the demand is bound to become practically unlimited. Notwithstanding this, there are many dealers who find it extremely difficult to do any business in this profitable line. They have not yet learned how to convince the farmer that he absolutely cannot afford to do without a separator. It is no use setting up a sample machine in the store and having a few catalogues on the desk, in hope that the machine may some day be asked for. This is a forlorn hope indeed. The advantage of a cream separator, over the old method, must be brought home to the mind of the farmer in a way that gets between him and his night's rest; he must be made to feel he owes it to himself to get one of the machines; and that he is not square with his conscience until he has purchased one. But how is this to be done? What are the best methods of selling cream separators? These are the questions that will naturally arise in the minds of our readers.

The Hardwareman, an English trade journal, recently offered a number of prizes for an essay on the best method of selling cream separators. We have pleasure in reproducing the essay of the first prize winner. It strikes us as containing many hints of sound practical value, based on actual experience with good results. The conditions of selling separators in England and Western Canada are practically the same, and, there is no doubt that the carrying out of the advice will result in largely increased sales.

"There may be general depression of trade among the farmers, nevertheless they do not fail to recognize that the best implements and dairy utensils must be used in order to get their products on the market with satisfactory results. and it is a well-known fact that the sales of agricultural implements and dairy utensils for the past few years have largely increased.

"With regard to the dairy, the separator has superseded the shallow pan. This latter system is now almost a thing of the past, owing to its capabilities of separation not being so effectual as the modern way, which gives more cream from an equal quantity of milk, yielding about 20 per cent. more butter when churned.

"With these facts in view, every dealer in separators ought to make an effort to "push them," for he will find that sales are profitable. That he can largely increase the number of sales is a fact beyond dispute if only he will go about it in the right way.

"In the first place, it is necessary to become well known among users of these machines, and to gain the utmost confidence of all prospective buyers. This can be accomplished by:

1. Advertising.
2. Soliciting.
3. Practical demonstrations.

"Advertising. — This important medium cannot be over-estimated. The dealer should advertise in all the local papers, using a cut to illustrate the separator, and have the price stated; a pictorial advertisement adds much to its attractiveness. The matter must be frequently changed—by all means never allowed to pall. It must be made to catch the eye. Large posters should be displayed on all the bill-posting stations in the villages of the neighboring district. Illustrated lists should be sent to all the farmers around the country. The makers will generally supply the dealer with any quantity of these with his own name printed on the cover. All stationery should be specially designed for advertising the separator. Memorandums, postcards, billheads, envelopes and address labels should all bear the illustration of a separator and other suitable printing.

"Soliciting.—Having distributed lists in the district, personal calls should be made upon the recipients, first advising them of the day it is intended to call. Arrangements can be made with some manufacturers for a qualified expert to call upon customers, and this sometimes helps a sale when other methods have failed to bring it about. It is wise to attend all the markets within a certain radius, and so get into conversation with the farmers to be met at these centers. Whenever separators are advertised to be disposed of by public auction, attend these sales, and notice the bidding, obtain the names and addresses of the several bidders, and then call upon them at some future date, though you may be able to chat with some before they disperse.

"Practical Demonstrations. — A dealer will find it advisable to exhibit at the agricultural shows; it may not pay directly, but indirectly it will—there are not two ways of thinking—it pays as an advertisement; it pays through getting in touch with the farmers, who are sure to be present. Have a show of various types on your stand, and get some practical person to demonstrate with one. Testimonials from local farmers should be given a prominent place on the stand, and may be read and shown to all interested people.

"As most makers offer a month's free trial, every dealer is thus afforded the opportunity of extending this offer to any probable purchaser. He must endeavor to get people to have them on free trial and give them a fair test, and to be particular to have a proper comparison of the results of the old and the new methods obtained. If the dealer will only impress upon his customers that they can return the machines after a month's trial, several will avail themselves of this very generous, yet fair, offer; for when a machine has merits no one ought to object to do so.

"When sending a separator out, see that it is fixed firmly and be sure it is quite level. Now, to get a fair test, the farmer must be persuaded to mix the whole of his milk from the herd, and then have half of it poured into the settling-pans and the other half into the feed-tin of the centrifugal separator. Having raised the cream, each lot should be churned separately, and comparisons of the yield and quality taken. In nearly every case a sale will result, for the following advantages possessed by the separator will be carefully pointed out, viz.:

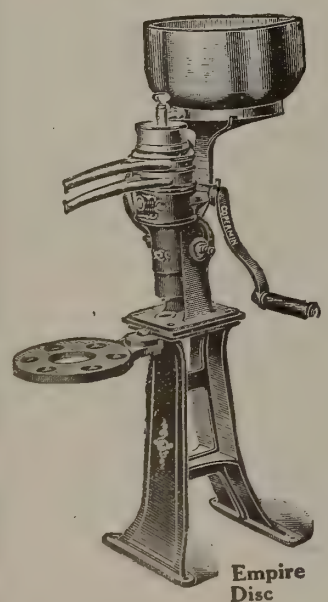
1. The cream can be separated from the milk immediately after milking.
2. Great saving in room and time.
3. Great saving in labor and number of utensils required.

THE EMPIRE DISC

is modelled on the lines of a disc separator that is acknowledged the

BEST DISC MACHINE IN ALL EUROPE—

the home of the disc separator.



Empire Disc

After the Empire Company secured the rights to manufacture this machine in America, our expert designers were given the task of improving this separator if possible. They did so, with this result. **The Empire Disc Bowl weighs twenty per cent. less** than any other disc bowl of the same capacity, with the central distribution feed. It has the **simplest driving mechanism.** The discs can **actually be cleaned.** It has the **Three Ball Bottom Bearing,** same as the Frictionless Empire, therefore **no other disc can run as easily.** And certainly **no other** disc machine **skims as closely** as this **improved European champion.** We can give you a contract that will enable you to meet any kind of competition.

Empire Cream Separator Co. of Canada
Limited

WINNIPEG, MAN. TORONTO, ONT.

Investigate the Raymond Claims

For half a century we have been proclaiming that the Raymond Lines—the

Raymond Sewing Machines

and

National Cream Separators

SURPASS ALL OTHERS

We claim that their workmanship, wearing qualities and effectiveness in securing best results are not equalled by any other machines sold in Canada. We prove our statements by facts. We want good agents to handle our lines. Write for contracts and catalogues.

THE RAYMOND MFG. CO., LTD.,
312 Donald St., Winnipeg

CALGARY ROSTHERN

4. Improved quality of butter.

5. Twenty to twenty-five per cent more butter. (This is an important fact, and weighs considerably in the minds of most people.)

6. The skim milk, which always remains perfectly sweet, and is therefore an invaluable food for rearing calves successfully.

7. All dirt and impurities found in milk no matter how carefully strained, are quite removed and found adhering to the outer wall of the bowl.

"With regard to selling, people have such different ways of thinking, that considerable tact is needed to effect a sale. Conversation must vary to suit the customer. The dealer should push one particular make, but not confine himself strictly, for there are many people who have a "pet fancy," and it would be folly to attempt to altar their opinion, since the difference in efficiency in work is very little in either of the several patterns. In cases like this start to explain the advantages of the make he is requiring. I must admit some possess more advantages than others.

"As a salesman the dealer must be prepared to answer all questions, and for this reason he must make himself thoroughly conversant not only with the mechanism —which in reality is simple—but the general utility and its saving points. The machine should be fully described to your customer in detail, and each part explained; how it works with another to bring about the result. But this alone will not satisfy the farmer; he counts his gain in money. As money making is his real thought, you must be prepared to explain all the advantages of labor saving and economy, for farmers on the whole do not part with their money until they can quite foresee a definite way of making more.

"Farmers are not the only source for disposing of separators. There are the creameries and hotel keepers, and in these cases the same methods should be employed, laying great stress upon the fact that at least 20 per cent, more butter can be obtained from an equal quantity of cream, and have it borne out by testimonials from local users, and, if possible, known to these customers. Statistics are stubborn facts; they have to be accepted by all. They show the advantages in figures, which are obtained from official sources, and justify the conclusion that the separator gives better yields over any other way. These tables should be printed and freely distributed.

"Repairs.—This work should be looked after, though the trade is only small as a rule, as there are but few wearing parts, and these can usually be replaced at a trifling cost.

"In summing up, I would point out that the separator trade will be better all round when the dealer takes the keenest and most enthusiastic interest in the business. Not only will it be found to pay, but it will be a pleasant addition to one's existing business, because this department is as interesting as it is important."

A Word in Season about Manure Spreaders.

Although the soil in some parts of our Western Provinces is as yet too rich to require the application of any farmyard manure, still, in the majority of the districts in which our paper circulates, its use is not only desirable; it is necessary. This being so, it behoves every implement dealer who handles a manure spreader agency to get himself well furnished with those facts and arguments in favor of the machine that have most force and effect in closing sales. No one will question for a moment the mere statement that it is better to use a spreader than to apply the manure with a fork; this is quite obvious from a convenience point of view alone; but a farmer wants something more. He would be quite willing to put up with a little inconvenience, and thereby save the cost of a spreader, if he thought the hand applied manure had the same effect; and in this he would be quite right,—if convenience were the only advantage. Every thinking person, however, who has properly considered the question, knows that convenience is only one of the minor advantages of the spreader, there are many more, and of much greater importance. The dealer must get these at the end of his tongue, and keep them there, properly lubricated for slipping out when an opportunity offers, if he wants to move the goods, and finger the profits.

Any good authority on soil cultivation will affirm that the barnyard manure must be handled with good tools and be treated as something distinctly valuable. To throw it upon the land and trust to luck, is worse than time wasted. Now this is exactly what is done in the case of hand spread manure. It is impossible for a man to distribute manure over a field with perfect evenness; it will be put on from two to four times as thickly as it should be done, even with the most careful work; it will, moreover, lie on the land in lumps instead of in fine particles evenly distributed. This means that some spots receive too much of the fertilizer, and others very little, or none at all; and the natural outcome is a very uneven crop. There are the further serious losses of time and labor incident to the method, in addition to the great waste of manure; the same quantity of which could have been spread over three times the surface with much better returns to

Another Infringer Nailed.

SHARPLES SEPARATOR CO.,

JOHN DEERE PLOW CO. and DEERE & WEBBER CO.

Sued for Infringement of DE LAVAL DISC Cream Separator Patents

For the information and caution of all whom it may concern announcement is made that the DE LAVAL SEPARATOR CO. has brought suit in the UNITED STATES CIRCUIT COURT against the SHARPLES SEPARATOR CO. for infringement of LETTERS PATENT No. 743,428 by the manufacture and sale of cream separators containing DISC bowl construction covered by the claims of said letters patent.

And that similar suits have been or will be filed as quickly as possible against the JOHN DEERE PLOW CO. and the DEERE & WEBBER CO., who are jobbing such infringing SHARPLES separators to dealers in the Western States.

Attention is pertinently called in this connection to the recent hypocritical advertising tirade of the SHARPLES concern against DISC separators. We have known for some time that they were getting ready to bring out a DISC machine and thus moving up in line with more modern DE LAVAL imitators and would-be competitors. We have but now, however, been able to obtain one of these new DISC machines and the necessary evidence of infringement. The facts speak for themselves and require no further comment.

In addition to the above suits the DE LAVAL COMPANY now has infringement suits pending against the STANDARD, IOWA, PEERLESS and CLEVELAND Separator Companies and the Wm. Galloway Co., all covering the manufacture or sale of INFRINGING DISC SEPARATORS, which infringement applies equally to machines being made by different ones of these manufacturers and sold under their own and various other names by several "mail order" and other concerns, as well as to EVERY USER of any such infringing separator bought of ANY of these parties.

To avoid any possible misunderstanding and dispel the pretense of some of these concerns that their machines are similar to the DE LAVAL it is proper that we should add that none of the patents sued upon involve the DE LAVAL "SPLIT-WING" FEEDING DEVICE or its combination with the IMPROVED DISC construction utilized in the up-to-date DE LAVAL separators and that none of the machines is in any degree equal in efficiency, all-around practicability and durability to the IMPROVED DE LAVAL machines of to-day.

We have for years patiently stood the appropriation by would-be competitors of abandoned, discarded or patent expired DE LAVAL inventions and types of separator construction, but have now determined to put a stop to the more brazen utilization of LIVE patents.

There are STILL OTHER infringers of DE LAVAL patents who will be held accountable in due course.

THE DE LAVAL SEPARATOR Co.

MONTREAL WINNIPEG VANCOUVER
CHICAGO NEW YORK SAN FRANCISCO

the acre. The manure spreader is a valuable farm implement from every point of view. The manure is thoroughly torn into small pieces and distributed over the surface of the field with a uniformity otherwise impossible; by its use the owner will, therefore, have a crop of grain or grass that will grow and ripen evenly; instead of a patchy field of bare spots, and clumps of rank growth, ripening at different times; besides the economy on the amount of manure used.

We will now consider how the quality and yield of the crop is affected by the use of the modern spreader. It has been found by practical tests that the quantity is increased from 15 to 35 per cent., and the quality in almost the same ratio; this is easily understood when it is remembered that the machine applies the manure in a manner that allows the soil to take the fullest advantage of its fertilizing properties; there is no waste whatever. If the farmer uses a little more care in mixing the manure with the soil and plowing it under at a fair depth, afterwards firming the soil with a packer, the present average yield may be easily doubled. It only takes a little manure per acre and a little intelligence. From these facts it will be seen that not only is time, labor and manure saved; but the land is made to yield increased crops of better quality and commanding a higher price. The machine thus pays for itself many times over, even in one season, and cannot be regarded as a luxury or expense, but as a necessity and extremely profitable investment.

There are many pastures and meadows which often need a top dressing of manure, but seldom get it because hand applied manure interferes with pasturing at the time, or because the time cannot be spared to apply it. The spreader avoids both difficulties; the fine coating does not interfere with the pasturing, and the machine is essentially labor and time saving. Thus, important work that would otherwise be left undone is carried out with very little trouble and the land reaps the benefit. The value of a spreader cannot be over-estimated for top dressing land.

Farming can only be made to pay by keeping the land in the highest state of fertility. It is for the dealer to impress upon the farmer that the best way to do this is by the use of natural manure, which not only contains food for the crops, but also has the property of retaining moisture in the soil within convenient reach of the plant roots; but this manure must be properly applied, and hand forking it on to the land is not a proper method; it is an antiquated habit, and a losing proposition in every respect. In fact, this means of applying the manure brings about a condition frequently much worse than if none had been applied. It follows then, that, in order to get the fullest benefit from the land, it is absolutely necessary to manure it, and with a manure spreader; the machine that saves time, labor, money and profane language, and prevents the fertility of the land from running down.

It is hard to imagine how any farmer, to whom these facts are properly brought home and emphasized, would hesitate to make a purchase. Finally, there is money in selling manure spreaders and now is the time for Western dealers to get busy and secure their share of it. Get a good agency and run it for all it is worth. It will pay, and your customer will come back to you again after many days, clap you on the back and call you his friend for persuading him to buy this implement.

Mr. DEALER

You can't **Fool The Farmers**

they will have

Cater's Pumps and Star Windmills

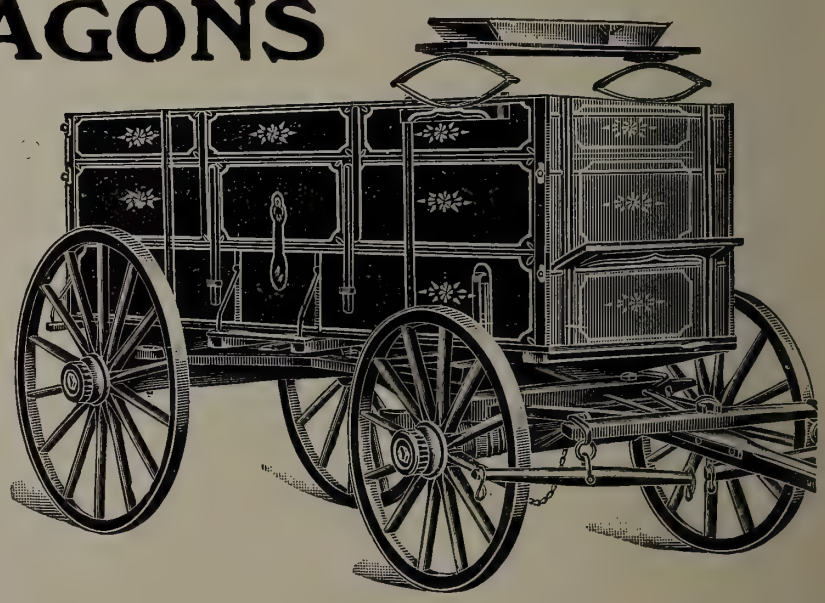
Write for Special Offer on Pumps and Windmills for Spring Trade.

Address Dept. D

Brandon Pump and Windmill Works,

Brandon, Man.

WILKINSON WAGONS



Wagons that stand up. Made of air-dried stock throughout, from the best hardwood sections of America.

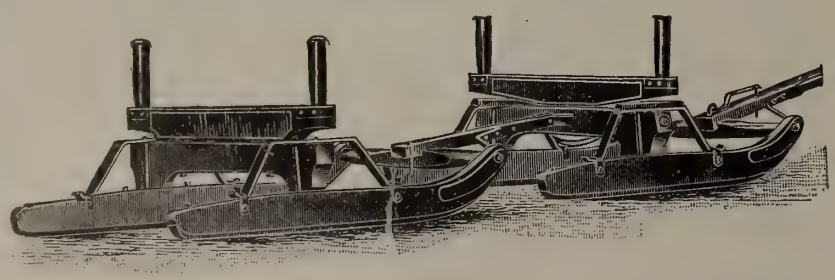
Light Running. Our designers and mechanics have spent a lifetime at the work and know how.

Ask any user—and there are many—how he likes the "Wilkinson." They all make one answer—"The best ever."

This is a money-maker for the Dealer. Write to-day for particulars.

"THE LIGHT-RUNNING WILKINSON".

SLEIGHS



Wilkinson Sleighs have best white oak Runners, are thoroughly ironed, of correct design, and will stand up to their work.

Every part of each Sleigh is in exactly the right proportion to every other part. You can depend on them in all cases as a consequence.

Well finished, they will do credit to any showroom.

Get Our Prices.

The STEWART-NELSON CO., LIMITED,

GENERAL AGENTS WINNIPFG.

The Great Western

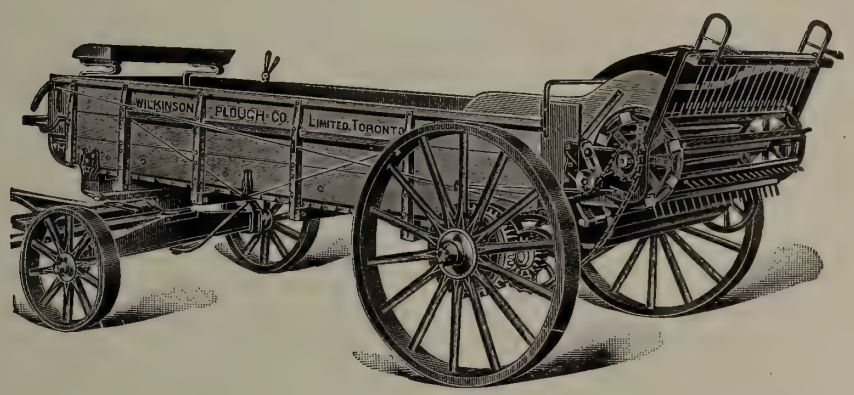
Endless Apron

Manure Spreader

Is satisfactory alike to the Farmer and the Agent

If you have not an Agency for them ask for it NOW.

EASY TO SELL SATISFACTORY TO YOUR CUSTOMER PROFITS ARE GOOD



Three Essential Points recommending it—

DURABILITY, LIGHTNESS OF DRAFT, SIMPLICITY.

DURABLE

Because made of the best material obtainable ; the apron is endless ; no small or weak parts to break, and always ready to load. You can change speed of apron without stopping horses. Malleable iron used where any strain comes, and because made by **experienced manufacturers.**

LIGHT DRAFT

Because the **wheels track** and are made with four inch (4") tires. Horses are hitched close to load and box comes well over front axle. Apron has good incline from front to the cylinder. Large beater used in conjunction with a **non-bunchable** rake.

SIMPLE

Because two levers operate the whole machine and a boy can manage it, and because through years of experience building **Great Westerns** all unnecessary gearing, etc., that increases draft and makes more wearing parts, has been discarded.

The WILKINSON PLOUGH CO., LTD., Toronto, Canada.

The STEWART-NELSON CO., Ltd.

General Agents,

WINNIPEG.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 Union Bank Building
Winnipeg - - - Canada
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year Single copies Five Cents

ADVERTISING
Rates Made Known on Application

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA.

JUNE, 1909

Functions of a Trade Paper.

All papers should be independent. Not only the large and influential dailies, but also the journals of trade and fiction, that bring their advertisers' goods under the notice of the reading public. The large dailies are admittedly independent and have no price at which their favor or silence can be purchased. This should also be true of every self-respecting trade paper, laying claim to the support of its readers.

In times past, advertisers felt that, because they used large advertising space in a paper, they were thus entitled to dictate the policy of the paper so favored, not only in eliminating from its pages reading matter that might be detrimental to their interests, but also to inspire reading calculated to result in their benefit. This was a result of the fact that practically all papers are sold at a price that would not, in most cases, pay for the blank paper used in the publication; to say nothing of the other large expenses, such as composition, printing, mailing, rent, insurance, travelling expenses, salaries, etc. The advertiser believed that, as he paid the greater portion of the expense, he should dictate the policy and influence the reading matter of the paper.

This idea has long since been exploded. Today any person of intelligence understands that the moment a paper leaves the straight path of presenting news in strict accordance with the facts, whether by suppression, fixing or faking it must lose the confidence of its readers, and thereby reduce its circulation. Every advertiser is after circulation. What, therefore, would he gain, if his influence with the paper were such as to induce the management to commit any, or all, of the foregoing discrepancies? It would reduce the value of the space for which he has paid, and so kill the goose that lays the golden egg. If this is true of a daily paper, it certainly has a great deal more force with a trade publication, which is the live wire connecting the manufacturer and jobber with the retailer.

A trade paper, to be of use to its subscribers, and for that matter to its advertisers, must be fearless in recording the important happenings in its particular field. It must print the news when it is news. If a combination be made and large interests are involved in the particular field which the paper serves, it is better for the concern that the straight facts in connection with the change be made public; and a frank statement given setting forth the policy to be observed in future. If the trade be taken into confidence of the concern, they thereby disarm competitors who might misrepresent the facts in the cases to their own advantage, and the disadvantage of the concern for whom the news had been suppressed. Suppressing or misrepresenting facts is rarely if ever of permanent advantage to either an advertiser or a publication.

The primary duty of the publisher and editor of a trade paper to his readers it to present, in his columns, reading matter of a nature that will have the greatest practical value and interest for them. Dealers do not go into business for the sport of the thing, neither do they read their trade paper to pass the time. A dealer wants his trade paper to keep him posted in everything connected with his business; to give a bona fide, unprejudiced view of matters of present interest to his trade; and to contain information that will help him to dispose of his goods more readily. The publisher who fulfils these conditions and fearlessly refuses to allow any ulterior influence to guide the reading matter of his paper will retain the confidence, goodwill and respect of his readers and the increased circulation of his paper will result, to the mutual advantage of all concerned.

In this connection, it is interesting to note that under the law relative to the mailing of postal matter that, newspapers and regular publications are carried in Canada at a flat rate of a quarter of a cent per pound; which in most cases does not pay the cost of transportation.

The Parliament of Canada, however, believed that, by establishing this low rate, it was aiding an educational force as well as an industrial and commercial one.

Before a paper can secure from the postal department the right to this postal privilege the publisher must furnish the postmaster of the city or town in which the paper is printed with absolute evidence that his paper has secured a sufficient bona fide circulation to make it a legitimate enterprise.

It will be seen from this, how materially it devolves on the publisher to maintain his circulation. We have shown how this must be done, and how a valuable advertising medium, which is a real aid to commerce, may be created and known.

Winnipeg Exposition and Selkirk Centennial, 1912.

It is now practically certain that the project, which has been revolving in the minds of Canadian citizens for some time, is to become a reality. This project is to commemorate, by a national exhibition at Winnipeg the establishment of the first settlement on the banks of the Red River by Lord Selkirk in 1812. It was suggested as a meet tribute to the memory of this great Scotsman that the centenary of the event should be remembered by something that would represent another new era in the commercial and industrial history of Canada. The idea of having such an exhibition was thus evolved, on moderate proportions at first, but more ambitious views subsequently asserted themselves with the increasing enthusiasm which met the project on every hand; until it was decided to make an effort to hold an exhibition that would eclipse anything of the kind ever held before in any part of the world; an exhibition that would demonstrate to the nations of the earth the enormous resources of the Golden West; her mighty wheat fields, her fertile fruit lands, her mines of silver and gold, and the equally precious mineral wealth of coal, iron, copper, nickel and other substances; all this to be shown on a scale hitherto unequalled; with the object of attracting the capital and labor that is necessary for the proper development of the resources named.

The business men of the city soon recognized that Winnipeg or Manitoba alone could not do this. They must have the support and co-operation of the entire West, and with the object of securing this a committee of delegates was formed. These gentlemen toured through the prairie provinces, visiting the towns and cities, soliciting their support in the exploit; they afterwards visited British Columbia and the Canadian coast cities. They have returned from a most successful trip. Everywhere they were welcomed with enthusiasm and promises of hearty support, both financial and otherwise. Some of the delegates went on to Seattle for the purpose of acquiring information as to how the citizens there were dealing with their fair, the Alaska-Yukon Exposition, and here too they were treated with unique courtesy. The members were entertained by the executive committee of the exhibition, who kindly furnished them with all particulars as to the financing, exploiting and advertising of their undertaking; the Canadian delegates were further honored by seeing the exhibition grounds and buildings illuminated for the first time. Altogether, the committee are to be congratulated for the splendid work they have accomplished on this trip, and the unqualified thanks of every patriotic Canadian is due to its members.

A deputation also visited the principal cities in the eastern provinces, and in each case their

Board of Trade was unanimous in passing resolution strongly in favor of the proposed exhibition. All recognized that it would be a good thing for Canada, and promised to support it in every way possible. Copies of these resolutions were sent to the members representing the eastern cities in Parliament with the request that they should support the movement there.

A further deputation journeyed to Ottawa for the purpose of petitioning a grant of $2,500,000 and this request has been promised the sympathetic consideration of the Government. It will be seen, therefore, that everything points to a successful realization of the project.

The stimulating effect of an international exhibition on any country cannot be exaggerated. The experience of other countries has proved this. What scope, then, must there be for it here! Canada wants population, she wants money to develop her resources; she wants the proper kind of population,—men of intellect, capitalists, manufacturers, and husbandmen to settle on her prairies. She can offer them the best the world can give; and the best advertisement to attract this class of population is an international exhibition. The world is waiting for an excuse to come and see Canada. When she holds her great national "At Home" in 1912, and invites the World and his wife to come, big things are bound to happen. Let us wait and see.

Canadian Plant Started.

The Champion Machinery Co., of Hammond, Ind., have started a new branch at Galt, Ont., which will be called the Canadian Potato Machinery Co. The firm enjoy an enviable reputation for their O. K. Champion line of potato machines in the States, and we have no doubt they will carry out their policy of manufacturing first class implements in their Canadian factory. The inclination with farmers in this country to raise potatoes on a much more extensive scale augurs well for the future of this branch.

Mr. Walter Schreiber has been appointed general manager, and Mr. Frank Debold factory superintendent. Both these gentlemen have been in the service of the Champion people for some years, and with their unquestioned experience, energy and push the success of the venture is assured. The company has just issued a new catalog and will be pleased to mail a copy to any one upon request.

Be Honest in Advertising.

No matter how good the goods may be, if they are not called to the attention of the public, they are not going to be sold. Suppose that a man had a pocket full of gold dollars and he wanted to sell them at fifty cents each, he would never get rid of one of them unless he let some person know that they were for sale at this price.

If you are going to advertise, as you must, if you are going to continue in business, avoid exaggerating. Circuses, side shows and catch penny concerns can use superlative adjectives and flaming posters, but you can't. These con cerns are here one day and away the next and they don't care what representations they make to catch the fleeting coins. With you it is quite different. If you locate in a town, you expect to make that place your home. You expect to stay there and become a part of the community and you expect to right every wrong that you do in a business way. You expect to do this for the reason that you know that if you are on the square, the customer of today is going to be the customer of tomorrow and the customer of next year. Therefore, be cautious in advertising and above all things, tell the truth. —Quaker Trade Exhibit.

An Attractive Brochure.

One of the best gotten-up brochures that has reached our desk since the year commenced is that which we received during the past month from the Parlin & Orendorff Co., of Canton, Ill., makers of the well-known line of P. & O. Canton Plows. In size it is 8¾ by 4½ inches and consists of half a hundred pages. The cover is of heavy wrapper stock, and bears the trademark of the company handsomely embossed in gold. Inside a specially fine quality of book paper is used and besides giving the booklet a neat and attractive appearance, it has the additional advantage of bringing out the illustrations to perfection. Reproductions from photographs are shown of all the different departments of this big factory, and the descriptions are certainly worth perusal. A copy may be secured by writing the Parlin & Orendorff Canadian Plow Co., at Winnipeg.

Personals.

Mr. Arthur Blytheman has commenced in the implement business at Maple Creek, Sask.

Cazier & McEwen have opened an agricultural implement store at Cardston, Alta.

Scott & Thompson, implement dealers, of Davidson, Sask., have discontinued business.

Mr. J. G. Bond, of Frobisher, Sask., has been succeeded in business by J. S. McCutcheon.

Mr. Earl McDonald recently started selling implements at Zelma, Sask.

Mr. W. H. Black has commenced business in the implement line at Hubbard, Sask.

Another new implement dealer is Mr. John Caskey. He has started business at Rokeby, Sask.

Mr. H. Milne, of Radisson, Sask., has disposed of his busito J. H. Gillespie.

Mr. W. R. Ferguson has opened up with a full line of implements at Rosthern, Sask.

Mr. J. H. Stuart has commenced in the implement business at Traynor, Sask.

Mr. Geo. Switzer is the name of a new implement dealer at Moore Park, Man.

Mr. W. J. Boyce has started operations in the agricultural machinery business at Miniota, Man.

Mr. Carl Schmidt is the name of another new implement man. He has started operations at Vibank, Sask.

Mr. O. F. Berkley, Winnipeg manager of the Canadian Moline Plow Co., recently made a brief business visit to Minneapolis.

Mr. H. E. Benjamin had his implement and hardware house at Staveley, Alta., burnt out on the 4th of May.

The John F. Wiebe Implement Co. have bought the business of Mr. H. H. Klassen, at Herbert, Sask.

A new firm known as Fumberton & Hetherington, have commenced dealing in hardware and implements at Keeler, Sask.

Mr. W. H. Heddle, of Rocanville, Sask., has been succeeded in the implement business by Mr. A. E. Andrew.

Baker Renolds Co. have sold their Outlook, Sask., branch of lumber and implements to the Monarch Lumber Co.

Mr. H. Tingle, of Maryfield, Sask., is reported to have sold his business to Mr. T. D. Robertson.

Messrs. F. O. Grunerud & Son have commenced business in agricultural implements at Broderick, Saskatchewan.

Mr. J. E. Morecombe, of Cypress River, Man., was in the city for a day or two about the middle of May.

Mr. J. H. Colville, the Toronto manager of the Sharples Separator Co., was in the city for a few days, visiting the Winnipeg branch of his company.

Messrs. Miller & Trotter, who were engaged in the implement trade at McAuley, Man., have dissolved partnership. Mr. Miller will continue the business.

Messrs. Johnston & Harmer, blacksmiths and implement dealers, Caron, Sask., have sold their establishment to Messrs. T. Rusk & Sons.

Mr. James R. Muir, Elphinstone, Man., called on us while in the city recently. He reports a good spring trade in implements in his district.

Mr. Wm. Gibson, of Kipling, Sask., has added to the business interests of that place by opening up with a full line of farm implements.

Mr. E. F. Henderson, secretary of the Dominion Carriage Co., Toronto, was a visitor in the city recently. He is making a trip through the west.

Mr. P. W. L. Briar, manager of the Stewart-Nelson Co., has just returned from a western trip, during which he stopped at Regina, Calgary, Edmonton and Lethbridge.

Mr. H.J. Connick, formerly local manager at Kansas City for the M. Rumely Co., but since then with the Nichols & Shepperd Co., at Enid, Okla., is now located at Regina, Sask.

The Saskatchewan Elevator Co., of Fairlight, Sask., have taken over the lumber business of Turnbull & Thomas so that they now handle lumber as well as implements.

Mr. J. H. Clausen, representing the Van Brunt Mfg. Co., Horicon, Wis., was a recent visitor here. The drills manufactured by his firm are handled by the John Deere Co. in Canada.

The Empire Cream Separator Co. have made the following additions to their already large travelling staff: Mr. A. E. Hamilton, in Alberta; Mr. Francis Mc-

Cullock and Mr. McCracken, in Manitoba.

Messrs. Gordon & Gregory, implement dealers, of Watson, Sask., have sold the Jansen branch of their business. It was purchased by a concern known as Symons & Friesen, who will continue in the same line.

A concern, known as the Gasoline Traction Co., Ltd., has been floated in Winnipeg. The new firm intends to manufacture gasoline engines, agricultural implements and dairying utensils in addition to other lines.

Sylvester Auto-Threshers and Engines Ltd., is the name of another new Winnipeg firm, who propose to specialize in making threshing machines and engines. They will, however, handle agricultural implements generally.

Mr. Leo Rumely, of the M. Rumely Co., Ltd., passed through the city recently en route for Regina, Calgary and other western points in company with Mr. B. G. Baker, of Winnipeg, Canadian manager of the Rumely Co.

Mr. Jas. Tudhope, president of the Tudhope Carriage Co., Orillia, Ont., was in Winnipeg for a day or two about the end of May, visiting his firm's representatives here, the Tudhope-Anderson Co.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., has just completed a three weeks' tour of the western provinces; during which he visited the company's branches at Regina, Edmonton, Calgary and Saskatoon.

Mr. Z. K. Carson, Winnipeg manager of the Canadian Parlin and Orendorff Plow Co., has just returned from a trip to the head office and factory of his company at Canton. Ill. While south, Mr. Carson visited St. Louis, he also spent a day or two with his parents.

Mr. O. P. Robb, who was formerly manager of the Canadian-Moline Plow Co., Winnipeg, and since then assistant manager of the Kansas-Moline Plow Co., has been appointed manager of the Texas-Moline Plow Co., at Dallas, Texas.

Mr. E. G. E. Ffolkes, manager of the Wilkinson Plough Co., Toronto, spent a couple of days in Winnipeg recently visiting the Stewart-Nelson Co. and calling on the wholesale trade generally. The Stewart-Nelson Co. control the lines manufactured by the Wilkinson Plough Co. in Western Canada.

Mr. E. W. B. Snider, president of the Waterloo Manufacturing Co., Ltd., Waterloo, Ont., has just returned east. During his trip through the West, which lasted a month, Mr. Snider contracted for the new building at Portage la Prairie, to which point his firm intend to move their Winnipeg branch.

Mr. C. H. Whitaker, Manitoba manager of the Massey Harris Co., has left on an extended trip to the south and west. He is accompanied by Mrs. Whitaker, and while away they intend visiting amongst other places the Twin Cities, Chicago, St. Louis, Kansas City, Los Angeles, San Francisco, Seattle, Victoria and Vancouver; returning via the Canadian Rockies.

Mr. W. A. Cavanaugh, first assistant mechanical superintendent of the International Harvester Co., with headquarters at Chicago, spent a day or two in the city during the middle of May. Mr. Cavanaugh, as many of our readers know, is an old time resident of Winnipeg, he having been located here for years as manager for the McCormick Co. Mr. Cavanaugh says that coming to Winnipeg is like coming home to him. He has every confidence in the future of the West.

Mr. S. H. Chapman, general manager of the Ontario Wind Engine & Pump Co., Toronto, has just returned East after visiting the Winnipeg branch, and making a trip through the West, during which he stopped at Regina, Saskatoon, Calgary and Edmonton. En route from the east Mr. Chapman came via the U.S., joining Mr. J. M. Reid, the company's western manager, at Chicago. Together they visited factories at Batavia, Ill.; Waterloo, Iowa, and the Twin Cities. Mr. Chapman while on the trip also took in the American Foundrymen's Convention at Cincinnati, Ohio.

Messrs. Beeman & Co., of Winnipeg, are making application to incorporate a company to be known as the Beeman Manufacturing Co., Ltd., with an authorized capital stock of $20,000. It is the intention of the new company to continue to manufacture the "Jumbo" grain cleaners and other lines at present turned out by Beeman & Co. This change has been found necessary in order to increase their manufacturing facilities. Mr. G. C. Beeman will immediately start on a tour through Western Canada in the interests of his concern, stopping at many of the principal towns and calling on the trade.

Thresher Separator Trial in Winnipeg.

A new type of separator, called White's Pneumatic Thresher, was shown at the exhibition grounds here, on May 24th and 27th. The patentee claims as special features: the small size of the machine; the light construction, with corresponding decrease in cost; the narrow separation; the absence of blower, which is not required, as the speed at which the machine is operated carries the straw through the pipe without a blowing attachment. This last point represents a radical change in separator construction. The total length of the separator is only 14 feet, and it is made in two sizes. The separation can be regulated according to the number of drums it is desired to use.

A number of interested parties attended the trials, and expressed themselves satisfied with the work done.

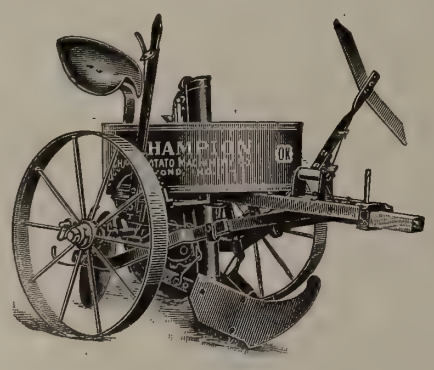
We understand it is intended to incorporate a company in Winnipeg for the control of this separator in Canada. It is at present made by the Rich Self Feeder Co., St. Louis, Ill.

Regina.

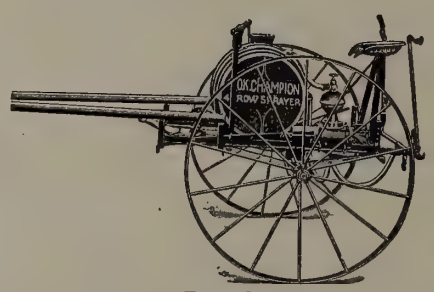
The seeding season here, as in other parts of the province, was decidedly backward. Towards the end of April heavy snow fell and it became very cold. In spite of the inclement weather, however, a fair amount of seeding was done then. The land was in first class shape, and although the wind kept cold, the sun had a lot of power in the middle of the day, so that by the afternoon the farmers were able to get on the land. All the force available was requisitioned and every effort was put forth to get the crop in as long as the land could be worked. Afterwards snow again fell which retarded seeding a further week. The farmers who had a fair

HOW DOES THIS ROW OF POTATO MACHINES STRIKE YOU?

Cutter.



Automatic Planter.



Four Row Sprayer.

Two Horse Elevator Digger.

These are world beaters; there is still territory open. Dealers will do well to apply at once for our liberal offer to furnish sample on approval.

OUR CATALOGUE FOR THE ASKING.

CANADIAN POTATO MACHINERY CO., LIMITED GALT, ONT., CANADA

amount of wheat in before the snow storm were indeed fortunate as there is nothing so beneficial as a heavy fall of wet snow, such as this was. A good yield is almost assured to that portion of their crop.

It was undoubtedly a late spring but with the fine weather that has followed, very little harm has been done.

The late spring had the effect of creating a greater demand for seeding implements; the large farmers, who had means at their disposal, having purchased additional implements to enable them to put their crops in more rapidly.

The wholesale implement firms report business entirely satisfactory. In preparing their estimates for the season's requirements they based them generally on an increase of twenty per cent. over last season, but this was found altogether too small; some lines were completely disposed of and fresh estimates had to be made out.

The local implement retail dealers also report good sales in all seeding lines, of which they are pretty well cleared out. There is the promise of a good trade in plows for steam plowing.

The Board of Trade here has taken up with the Canadian Pacific Railway Company the matter of insufficient accommodation for the handling of freight, and the delay caused by the sheds being unsuitable and inadequate for handling the large volume of freight now offering. In response, the railway company has submitted a plan for a new freight shed facing Dewdney Street at the corner of Smith Street. The building will be 400 feet by 42 feet, and in the meantime will be served by three tracks. Some opposition was offered to the proposed site being used for this purpose by the residents on the north side of the city, but the council of the Board of Trade unanimously passed a resolution approving of it. The location is practically the same as John Woodman, C.E., selected in a plan which was submitted by the city to the Railway Commission three years ago. The building of the shed here would build up Dewdney Street as a great wholesale and warehouse section.

The Canadian Northern Railway Company intend to put in a competing passenger service between Regina and Winnipeg over the Regina-Brandon line this summer. Up to the present, there has only been a mixed service and through traffic has not been catered for. It is the intention of the company to put on a train service that will compete with the service east by the Canadian Pacific Railway as soon as the remaining forty miles of road is properly ballasted.

Mr. Ed. Haid, who has been connected with the Waterloo Mfg. Co. here since they first opened in business, was recently transferred to Saskatoon where hs is now looking after the interests of his company.

Lower Rates After June 5th.

The new trans-continental tariff, which restores the rates in force prior to Jan. 1, will become effective after June 5th. These rates will mean a reduction of 10 cents per 100 pounds on the rates prevailing before that date. The rates only affect dealers in agricultural implements and wagons at points on the Pacific coast in the U. S.

Protection for Your Home.

Under the above heading, Mr. A. Lindback, Fire Commissioner of Manitoba, writes the following article, which, we feel sure, will be of special interest to our readers, and we commend it to their careful consideration:

Fire has a peculiar terror for homes, a terror beyond all consideration of the possible financial loss involved. Thousands of precious home-treasures are annually swept into the ash-heap for the lack of a few simple precautions easily enforced by any careful householder.

Any of the "fire fighters" or those whose duty it is to dig into the cause of fires which are brought to their official attention will vouch for the correctness of this statement. Many a fire which has destroyed the home with its photographs of dead and absent dear ones; or the trinkets and treasures of childhood; the gifts which celebrated events in the heart history of the home—precious beyond the power of any insurance adjuster to compute; have been irrevocably lost for the want of forethought and common precaution.

Begin with exercising all possible means for prevention of the starting of a fire, but beyond this, provide some adequate protection by which a fire in the house can be nipped in the bud, and much unnecessary damage prevented.

The most effective piece of appratus for putting out a fire which has just started is one of the metal tanks known as "Carbonic Acid Gas Extinguishers." Every home ought to posses one of these cylinders, so placed that ever member of the household knows where to find it. There are some twenty different makes of these chemical extinguishers manufactured and approved by the Underwriters' Laboratory, and those bearing their label are the only ones which are absolutely safe to handle.

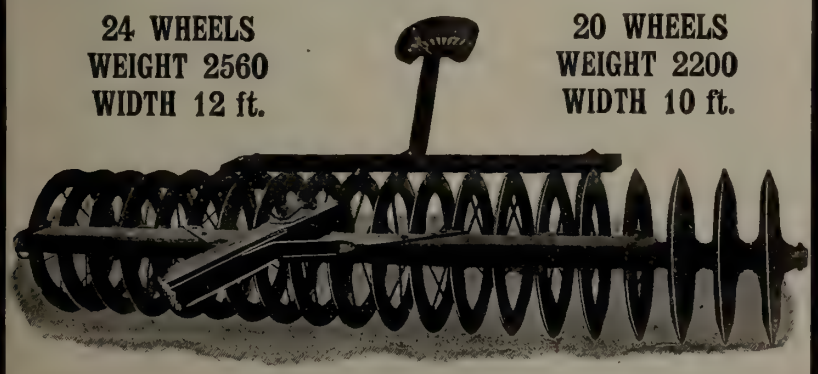
No home, no house ought to be without such protection. The initial cost is trifling compared with the protection it will afford, when otherwise one stands helpless, while the small fire assumes proportions beyond control.

The Improved Brandon Sub-Surface Packer

Is not a one-season tool. To ensure the user the best results, dealers should urge the use of the packer after all plowing, whether in the spring, summer or fall. Correct other impressions in the minds of your customers. They are erroneous. It should be on sale by every live dealer. It's V shaped discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine. Built in two sections to conform to uneven surfaces.

24 WHEELS
WEIGHT 2560
WIDTH 12 ft.

20 WHEELS
WEIGHT 2200
WIDTH 10 ft.



Bushings on the Brandon Sub-Surface Packer, when worn, may be replaced at trifling cost. Let us tell you all about Sub-Surface Packing as a method of tillage. Catalogues on request.

The Brandon Machine Works Co., Ltd., Brandon, Man.

The "Wizard" Portable Grain Elevator

CONSTRUCTION

The "Wizard" Portable Grain Elevator is built any height, standard 18-ft. leg.

Grain is elevated by cups and conveyor by worm screw.

Mounted on skids, but can be operated on a wagon or truck.

Hopper swings back out of the way for wagon.

Leg swings down when moving and rests on frame.

Spout can be swung in any direction, or up or down.

Will save its cost in one Season.

It is a back saver, time saver, money saver. It will save three men's time and two teams at least.

OUR PRICES ARE RIGHT

For loading cars and filling granaries—it can be operated by horse power or gasoline engine.

This cut shows Elevator mounted on truck, with leg up and hopper ready to receive grain. Write for prices and terms. Agents wanted.

Our Line of Specialties include—Steel wheel Trucks, Caboose Trucks, Rotary Plow Harrows, Harrow Carts, Sewing machines, Disc Sharpeners, &c.

THE HARMER IMPLEMENT CO.

142 PRINCESS STREET **WINNIPEG**

LIGHT DRAFT
NEW DEERE FOOT LIFT GANG

Beam Hitch

Close Adjusting Clevis

Combined Foot and Hand Lift

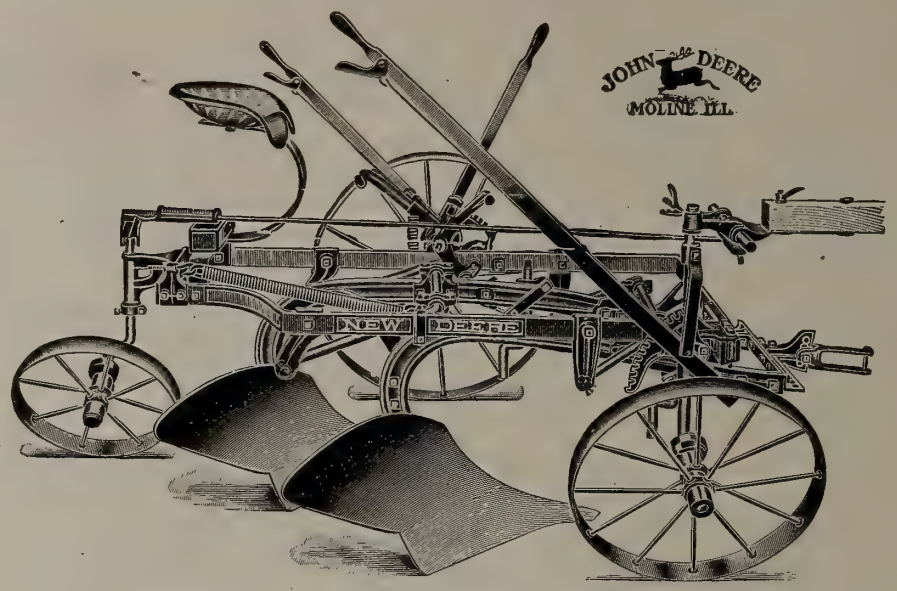
Cushion Spring on Land Axle

Dust-Proof, Oil-Tight, Long Distance Wheel Boxes

Easy Running

Easy Handling

Long Wearing



MOST PLOWS are built to fit a price.

In other words, the price is fixed, and the plow built so it can be sold profitably at that price.

John Deere Plows are built as they should be built—and the price follows—fixes itself.

Draft is not a matter of theory—but a load. It is not determined by opinions, but by tests, which show the pull in pounds.

John Deere plow bottoms are of special shape—they lift the ground like a thin wedge splits a log.

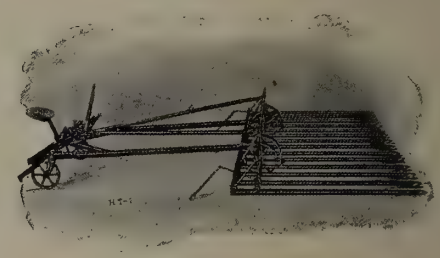
Quality and Light Draft—a John Deere motto for seventy years.

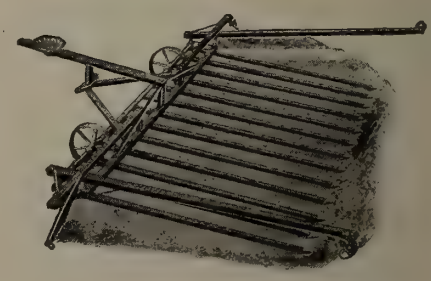
Send for booklet fully describing the **John Deere Gang**, built especially for northern trade, the best thing in the gang plow line ever offered to the farmers of the north.

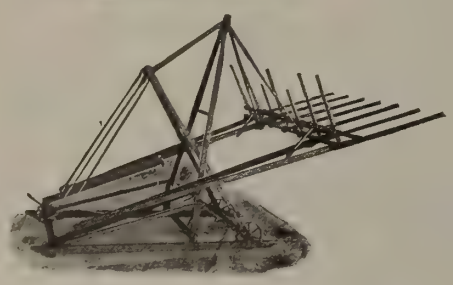
THE GREAT DAIN LINE

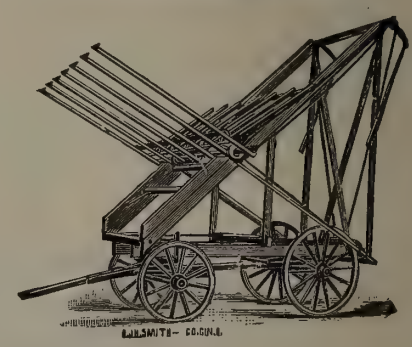
OF

HAY TOOLS









Hay is one of the most valuable crops raised on the farm, one of the most necessary commodities grown, and is getting to be more valuable each year. To make the most of it, you must have the right kind of tools and good tools.

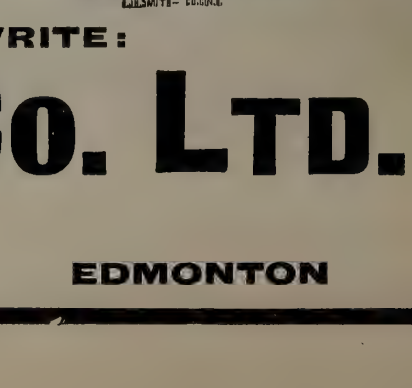
In the **GREAT DAIN LINE** we have a tool for every purpose. Each **DAIN TOOL** has special features that commend it for the use of the **HAY GROWER** that wants to do the most and best work with the least labor.

DAIN TOOLS are built "a little better than necessary" to stand the strain, that means lasting satisfaction, a pleased purchaser every time, it means tools that do the work without constant tinkering: it means money saved and more work done. Every **HAY MAKER** ought to learn of the advantages possessed by **DAIN HAY TOOLS**; our descriptive literature is free, and we will gladly send it to you if you will inform us which tools you are interested in. Write to-day.

The Dealer selling this line of Haymaking Machinery will control the trade of his district.

Dain Manufacturing Co., Ottumwa, Ia., U.S.A.

L. D. KOSER, PRESTON, ONT., Canadian Representative.



FOR FULL PARTICULARS AND PRICES WRITE:

JOHN DEERE PLOW CO. LTD.

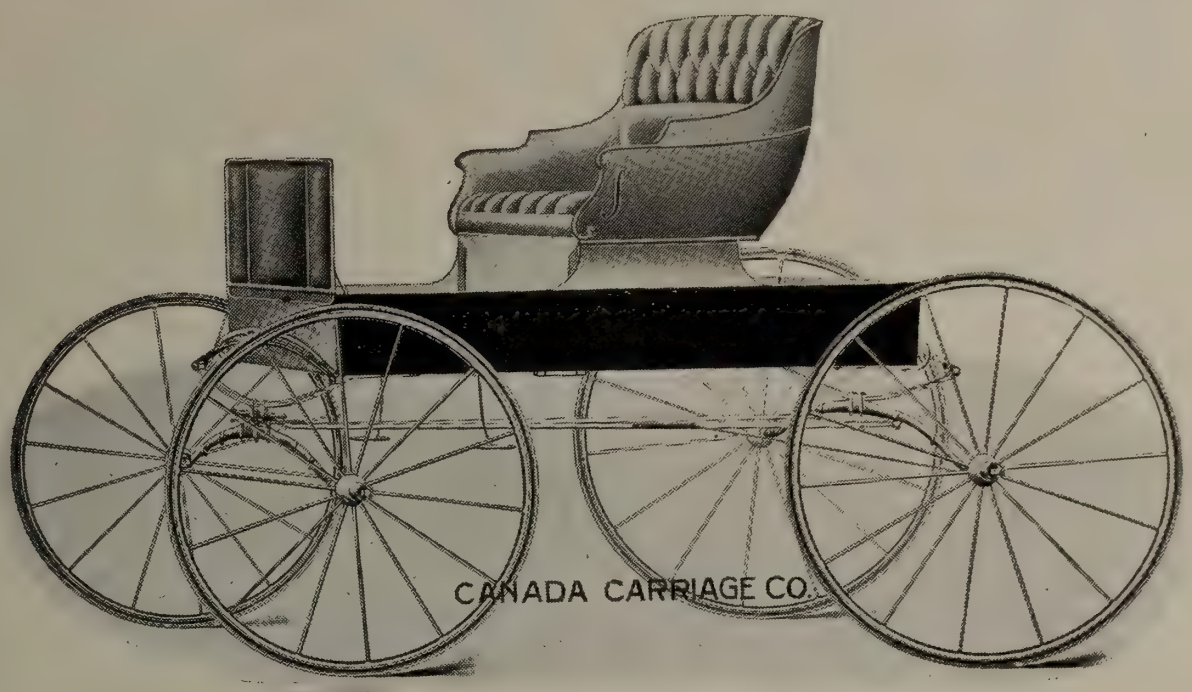
Winnipeg

REGINA **CALGARY** **EDMONTON**

BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE KIND THAT SELL, BUILD UP YOUR TRADE, AND MAKE YOU MONEY.



No. 17—A "BROCKVILLE DRIVING WAGON."

Just what you are looking for. Just what your trade wants.

Something special! Something new! Something different for 1909!

Let us have your orders for June and July business NOW and avoid the rush

More Special Features

More Talking Points

More Satisfaction

Don't fail to see pages 10 B to 17 inclusive in our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—"Canada's Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA CALGARY EDMONTON

Let Us Hear It.

Every dealer must at some time or other have amusing or interesting experiences during the ordinary routine of business; the conscience or unconsciences humor of a customer's remarks; or the manner in which a peculiar customer is dealt with. Such incidents would furnish not only amusing paragraphs, but also valuable information. All that is required is a little co-operation from our dealer friends. We have had very little in the past and we would like to have a great deal more in the future. When anything special occurs in the way we have shown, just jot it down on a scrap of paper—you need not be particular what kind; even if you are not a journalist and the grammar or spelling is a bit erratic, don't let that deter you; send it along, and we will fix it up into proper shape for publication, and be glad to have it. We shall also be glad to have photographs or anything else interesting or amusing to the trade. We ask our readers to help us. Honor, glory and thanks will be your only reward, but it will be a source of help and amusement to all. Do it now—please.

What has been accomplished by the Western Retail Implement and Vehicle Dealers' Association of Kansas City, Mo.

The story of the great number of achievements of the Western Retail Implement and Vehicle Dealers' Association cannot be told in a few words, but they are of sufficient interest and importance to warrant a careful perusal of the following:

The Association has established for itself a place among trade organizations which gives it influence and power. Its large membership, which is constantly increasing, should be evidence that members have been receiving benefits sufficient to warrant their continued support. The member who watches results closely sees the abuses which are prevented as well as those which are remedied.

The prime object of dealers' organization is protection, and a record of over 1,500 complaints adjusted and the fact that "direct sales" have been practically eliminated should satisfy the most exacting that in this respect the Association has been successful.

In all achievements of a national character the Western Association acknowledges the assistance of the National Federation of Retail Implement and Vehicle Dealers' Associations.

Dissolution of the loading agreement which existed in Kansas City prior to 1892.

Discontinuance of drayage charges, which saved our members thousands of dollars annually.

Establishment of a safe plan of insurance which has saved subscribers over $200,000 since its adoption or 54 per cent. of board rates.

Twice preventing a change in the L. C. L. classification of vehicles, which was applied for in the interest of mail order houses.

Securing a change in classification permitting loading of windmills, pumps and tanks in cars with implements and vehicles at Class A rates.

The enactment by the Kansas legislature of a law which makes it unnecessary to renew title notes after they are once filed for record, increasing the penalty for sale of mortgaged property, and making the life of the chattel mortgage two years instead of one.

Preventing the enactment in Missouri legislature of a bill calculated to legalize buggy trailing.

Preventing the repeal in Colorado of the peddlers' license law.

The elimination from the International Harvester Company's contract of many objectionable features, including the six months clause and exclusive clause, and a concession providing for rating of orders before delivery of machines also having warranty on wood parts restored.

A concession from the manufacturers providing for payment by them of transportation charges on repairs which are shipped to take the place of defective parts.

Made possible closer relations between manufacturer and dealer, resulting in mutual good.

Influenced the opposition of the National Association of Implement and Vehicle Manufacturers to any parcel post legislation, after they had instructed their legislative committee to favor and work for it.

Prevented the rule, asked for by mail order houses and promulgated by the Post Office Department, permitting R. F. D. carriers to deliver mail addressed to number alone, from becoming effective.

Induced vehicle manufacturers to continue the warranty on vehicles after they had decided to abolish same entirely.

Secured the adoption of an equitable wagon warranty running twelve months from date of sale to user instead of from date goods leave factory, and induced the manufacturers not to exclude sideboards and hubs from the terms of the warranty.

Secured concession of 5 per cent commission on harvesting machine repairs, a benefit to dealers of thousands of dollars annually.

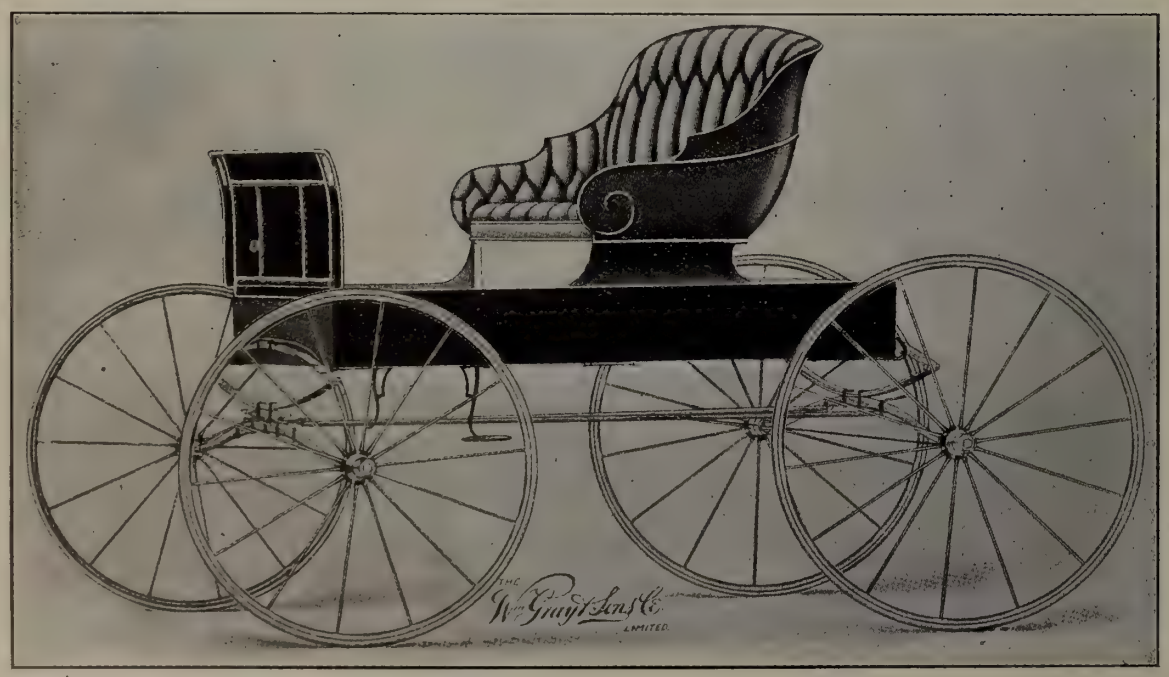
Prevented the contemplated change of terms on implements from becoming effective Nov. 15, 1907, thus giving members time to adjust themselves to the new conditions.

With the aid of other implement dealers' associations organized the National Federation, which has been of vast benefit.

Organized a Joint Catalogue

GRAY'S "HIGH-GRADE" CARRIAGES

Unequalled for Design, Material and Finish.



No. 230—INVERERIE.

One of several new and exclusive designs in Road Wagons. **Get our Catalogue and Price List.**

We have well-assorted stocks at following Transfer Warehouses for prompt shipment:

Winnipeg Brandon Regina Moose Jaw Saskatoon Calgary Vancouver

The WM. GRAY & SONS COMPANY, Limited, 400 Jessie Avenue, WINNIPEG.

House Committee composed of jobbers and dealers, by whose efforts many manufacturers have been induced to discontinue furnishing goods to mail order houses.

Has secured protection to members against direct sales, and forced recognition of trade rules by wholesalers that otherwise would have been disregarded. Over 1,500 complaints have been filed, and the Association's record is the adjustment of over 90 per cent.

The understanding reached with jobbers whereby the career of the party who misrepresents facts in order to buy at wholesale price will be short is an important matter and will prevent many irregular sales.

Establishing in conjunction with manufacturers' associations a Board of Arbitration, to whom disputed matters may be referred.

The Association is taking active part in the Costs Accounting agitation which is calculated to revolutionize the implement business if dealers will take hold of it in earnest.

A conference with manure spreader manufacturers resulting in pledges of better protection in that line.

Let the reader of this ask himself the question: Could all of this work have been accomplished by individual effort?

There is plenty yet to do. Will you help push the work along or retard it? The achievements of the past are but an index to what can be done by organized effort. —Implement Dealers' Bulletin.

Calgary.

Crop conditions around here are generally backward. Indeed, this seems to be the report from all the Western provinces. Seeding has been completed, but it was only within the latter part of May that there was sufficient warmth to start growth. However, the present weather is all that can be desired for growing, and nearly all of the fall wheat has a good appearance. Notwithstanding the late spring, there has been an immense increase on the acreage under cultivation in the central and southern parts of the province.

The delegates promoting the Winnipeg Exposition and Selkirk Centennial 1912, arrived here in due course, and were accorded an enthusiastic welcome by the citizens. Amongst the party were Mr. A. E. Mott, of the Cockshutt Plow Co., and Mr. Whitaker, of the Massey Harris Co. Mr. J. A. Latimer, the local manager of the Cockshutt Plow Co., accompanied Mr. Mott as far as Edmonton.

Mr. A. W. Trickey, office manager of the Massey Harris Co., made several trips over the territory during the past month.

Preparations for the Alberta Provincial Exhibition, to be held in Calgary from July 5th to 10th are being made with great vigor. The event promises to eclipse the Dominion Exhibition held here last year.

The local council of the United Commercial Travellers have chartered a special car to take them to the convention at Duluth on June 9, 10 and 11. The party will include the following implement men from Calgary: Messrs. O. S. Chapin, of the Chapin Co.; F. T. Wright, of the Canadian Plow Co., and H. W. White. The local council is a vigorous one, with a membership of over 250.

Mr. O. S. Chapin left here on 22nd May for Charles City, Iowa, on his second trip this season. Mr. Chapin goes to purchase Hart Parr gasoline engines. It is reported that his firm are selling these quicker than the factory can supply them, and has sold no less than 40 engines for delivery this season.

Mr. H. B. Hansen, of the Empire Separator Co., spent several days here during May. He also visited a number of the outside points in the province. Mr. Hansen was joined here by Mr. J. H. Shedden, of the same company. Mr. Shedden was a former traveller in Saskatchewan and Alberta. He gave up a general store and implement business at Lamont to join the Empire Co. at the beginning of the present year.

Mr. F. Lee Norton, general manager, and Mr. J. S. Witmer, sales manager of the J. I. Case Threshing Machine Co., made a short business trip through Alberta last month, during which they stopped here a few days. They proceeded north as far as Edmonton, with Mr. E. M. Cammon, the Alberta manager, and several days were spent there.

Mr. J. P. Minhinnick, western manager for the Frost & Wood Co., at Winnipeg, visited the company's local branch here about the middle of May. He was well pleased with conditions generally throughout Alberta.

The auditors for the Massey Harris Co., Toronto, Mr. A. M. Rae and his assistant, Mr. W. H. Andrews, visited the local branch here during May for the purpose of making their annual audit. As usual, everything was found in good order.

Mr. W. G. Hunt, Alberta manager of the Massey Harris Co., spent several days in the southern part of the province last month, looking over the conditions and the fall wheat situation. He also made a short trip east as far as Regina.

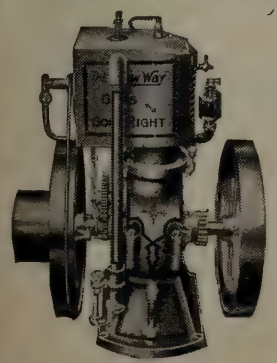
Mr. Wiggins, the well known implement dealer at Stettler, spent a few hours in Calgary en route for Banff. He was accompanied by Mrs. Wiggins, who goes to take the sulphur baths there. Mr. Wiggins reports splendid business this spring, and states the immigration to Stettler has broken the record for any point in the West this year.

Mr. W. E. Hall, general agent for the Frost & Wood Co., visited the greater portion of the province during the past month. He went north as far as Edmonton and as far south as Lethbridge.

Mr. J. Shields stopped here for a short time on his return from the coast. Mr. Shields is one of the best known implement men in Alberta, and was recently appointed to take charge of the British Columbia territory for the International Harvester Co. He came back to make arrangements for moving his family to Vancouver, where he intends to reside.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held here on Saturday evening, June 5th.

"NEW WAY" Air Cooled . . . Gasoline Engines



3½ h.p. "New Way" It's all in the picture. No water or gasoline tank.

Made in two sizes, 3½ h.p. single cylinder and 7 h.p. double cylinder opposed engines.

Guaranteed to operate equally well in hot or cold weather.

LIVE AGENTS WANTED

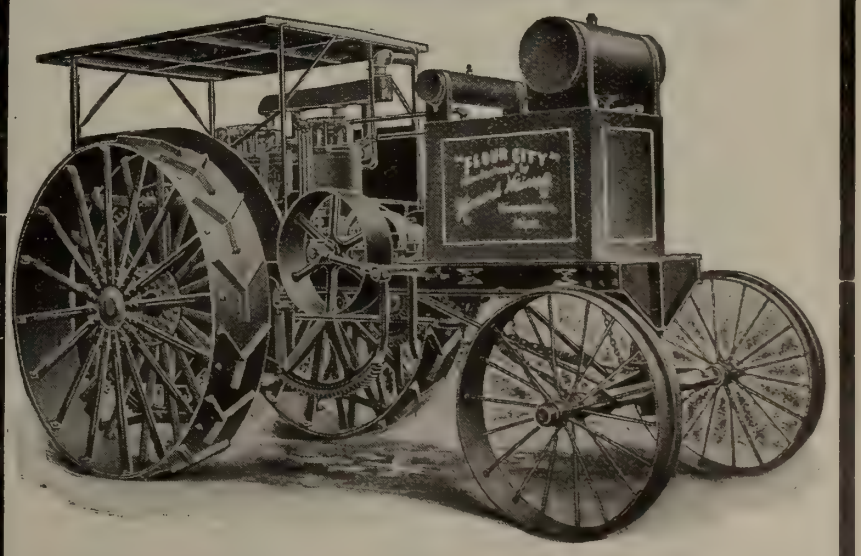
WRITE US FOR PROPOSITION

The Gasoline Engine Supply Co.

36 MAIN ST., WINNIPEG.

THE "FLOUR CITY" TRACTOR

THE GOLD MEDAL WINNER



The 30 H. P. Four Cylinder "Flour City" Gasoline Traction Engine was designed especially for Plowing Threshing, and General Farm Work.
Its Horse-Power in comparison to its weight, appeals to those who have had experience in plowing.
Its transmission gears are of hardened steel and run in oil baths.
Its large diameter drive wheels insure greater tractive power in proportion to its weight.
It is reversed by one lever which acts through friction clutches.
It won the **GOLD MEDAL** at the International Motor Contest in 1908.
Its General Construction and Design is several years in advance of all other makes. Send for our 1909 Catalog.

KINNARD-HAINES CO., 830 44th Ave. No. Minneapolis, Minn.

Harness in Implement Stores.

Dealers in large numbers are coming to realize that the ready-made factory harness presents a good selling line to add to their stock.

The evolution in the sale of harness has been very fast in the past few years, the trade being largely in the hands of the men who made and repaired harness. These men were largely mechanics, and while they did sell some of the factory made kind, they could not help but decry the disadvantages between it and the so-called custom made.

The introduction of the harness sewing machines was bitterly fought by these men, the claim being set forth that no machine could sew and properly draw and set a wax thread, but today these same men operate a harness sewing machine and the old way is passing. The truth is that the sewing machines have been perfected to the point where they do work impossible by hand in its fineness and strength, and the so-called factory harness has taken its place as the very best.

Harness is not a difficult line to carry or sell. It needs to be kept free from dust, and dealers who do not arrange a harness room are advised to keep the sets in their original packings as much as possible, or in dust-tight drawers, but the best plan is to take some dark corner of the store and build there a small room, glass-enclosed, lighted by electric light, with sets hung on hangers and ready for instant display under favorable conditions.

Properly handled and pushed, harness will be found a profitable side line for every dealer.—Eastern Dealer.

Storage & Forwarding

Best Service - Up-to-date Warehouse
Trackage Location

WM. BOURKE

Brandon Man.

Your Store's Outside Appearance.

Did you ever go across the street and from that distance note the appearance of your store? inquires the Southwestern Merchant. Not may weeks ago a merchant tried out this simple suggestion with the result that the carpenters were soon busy installing a new store front.

At this season, when nature puts on a new dress and people are buying spring apparel, the wide awake merchant will look carefully to both the external and internal appearance of his store.

No matter how clean and bright and cheery the interior appearance, if your store front presents an old and weatherbeaten aspect it will have an uninviting effect on the passers by.

Try looking at your store front from across the street. If it looms up a blot on the street railway either install a new front or give the old one a fresh coat of paint.

People many times judge the character of a store from its outside appearance. If the outside looks inviting people will feel that the inside is worth a visit.

Then, after the fresh paint has been applied, replace last year's weather-ripped awning with a new one and still further enhance your store's appearance.

Another feature that should not be over-looked is your show windows and display fixtures. Be sure that they are in keeping with the class and quality of goods to be shown. Your show windows are one of your most powerful agencies for inducing people to enter your store, and great care should be given to every detail of their appearance.—Weekly Implement Trade Journal.

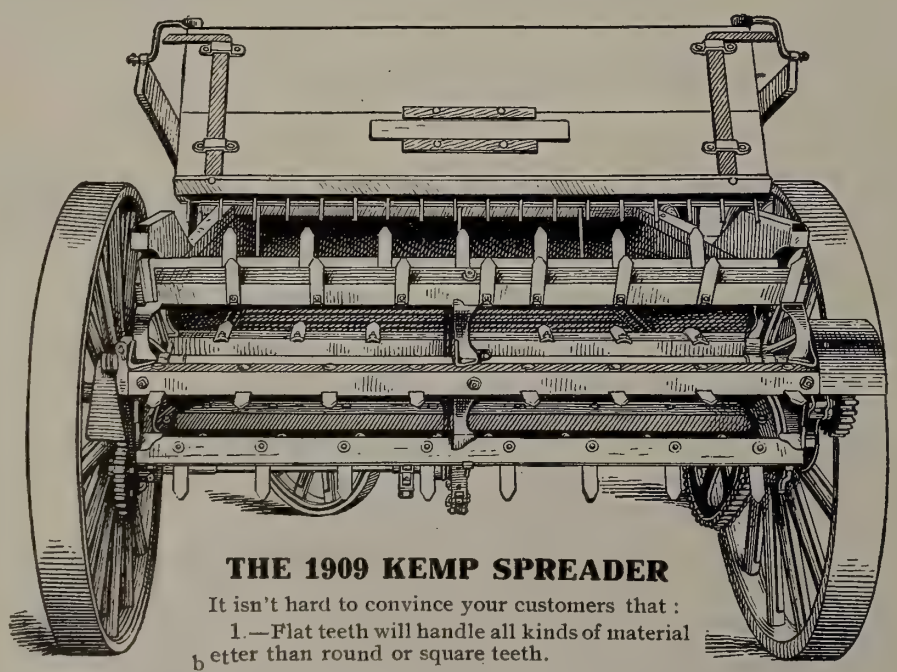
Do It Now.

When you've got a job to do,
If it's one you wish was through,
Do it now!
Do it now!
If you're sure the job's your own,
Don't hem and haw and groan--
Do it now!

Don't put off a bit of work,
Do it now!
It doesn't pay to shirk,
Do it now!
If you want to fill a place
And be useful to the race,
Just get up and take a brace.
Do it now!

Don't linger by the way,
Do it now!
You'll lose if you delay,
Do it now!
If the other fellows wait,
You hit up a faster gait—
Nor postpone until it's late—
Do it now!

TRADE GETTERS BECAUSE THEY ARE GRAIN GETTERS



THE 1909 KEMP SPREADER

It isn't hard to convince your customers that :

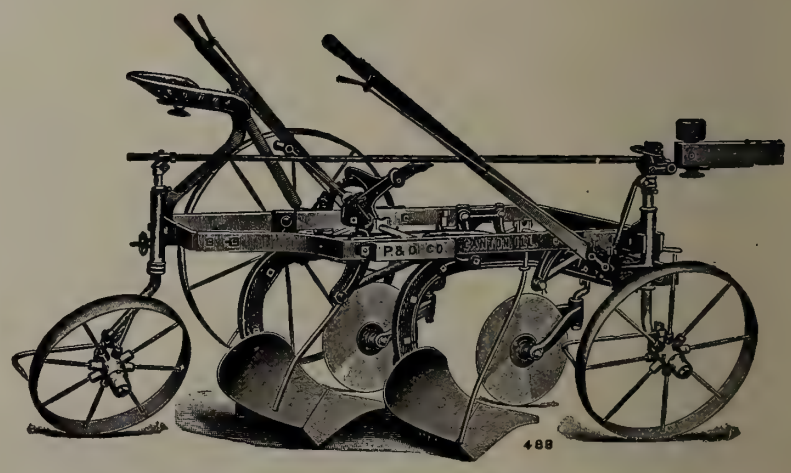
1.—Flat teeth will handle all kinds of material better than round or square teeth.

2.—That these flat teeth bolted to the stave do not weaken it like a round tooth driven **through** it.

3.—That a cylinder set low down will discharge a load more easily than one set higher up and consequently working against its load.

4.—That the gearing, or working parts of the machine, which runs all the time whether discharging the load or not, wears out more quickly than the other kind. Ours is the other kind.

There are a dozen other points equally as important but the four mentioned above will set your customer thinking. Our Catalog mentions the others.



P. & O. CANTON DIAMOND GANG

Ask any one of your customers if he would like to own a riding plow with which he can "back up" or turn a square corner without touching a lever. Then tell him the only way is to buy a **Diamond**—Sulky or Gang—for the patented controlling device on the **Diamond** locks the rear wheel rigidly in position when plowing and at the same time releases it automatically in turning.

For two thirds of a century P. & O. Canton plows have been sold under an **unqualified guarantee** as to their **Material, Strength, Simplicity and Ease** of operation. Add to this the **best bottoms** ever put on a plow and you understand what is meant when we say that **Sixty Seven Years of "Knowing How"** has been hammered into every one of them.

P & O CANADIAN PLOW CO., Winnipeg

Distributing Warehouses: BRANDON, REGINA, SASKATOON, CALGARY.

New Gasoline Threshing Engine.

The Manitoba Windmill & Pump Co., Ltd., of Brandon, have just sent us particulars of the new "Manitoba" 20 H.P. portable gasoline engine they have placed on the market. The special feature claimed is the low rating of power, as the engine will develop up to 33 indicated horse power.

The company inform us they have been working on the new engine for a considerable time and that it represents everything that is up-to-date, combined with the very best workmanship and material, that they have spent thousands of dollars installing new machinery for the manufacture of gasoline engines, and still are selling them faster than they can build.

Intending purchasers would do well to investigate the new engine before closing their orders.

Garrison Joins Rock Island Plow Co

Mr. D. L. Garrison, of the Moline Plow Co., Moline, Ill., has resigned his position as assistant trade manager of that concern and has become general sales manager for the Rock Island Plow Co.

With one exception, Mr. Garrison was the oldest salesman, in point of service, in the Moline Plow Co. He traveled for six years in North-eastern Nebraska under P. M. Price, whom he succeeded as manager of the Omaha branch house. He went to Moline three years ago to take the important position he has just vacated.

The position Mr. Garrison has now taken up with the Rock Island Plow Co., is an entirely new one, rendered necessary by the rapid expansion of business since the recent reorganization of the firm. Mr. Garrison is well qualified to fill it, and starts on his new duties with the best wishes of his numerous friends in the trade. He has been a frequent visitor in Western Canada, and a firm believer in her great agricultural future.

Masten Made Assistant Trade Manager

M. W. H. Masten, who for the past three years has been manager of the Texas branch of the Moline Plow Co., has been named to succeed D. L. Garrison as assistant trade manager in the home office of the firm at Moline. He will assume his new duties this month, having already completed arrangements for moving his family.

Mr. Masten was the oldest employee of the Moline Plow Co., in the trade field, and the only one who has seen longer service than Mr. Garrison. He started travelling in Missouri territory and for twelve years covered the southwest for the Kansas City house, of which he was manager when transferred to Dallas. His promotion will cause great satisfaction to his friends everywhere, and we wish him every success in his new sphere. He will, we believe, have charge of this territory.

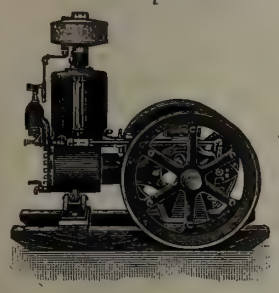
Mr. DEALER,

The Light Running Canadian Airmotor
is the Windmill you should sell as it will save your customers work, worry and money—by pumping water for their stock NOW.

The Celebrated Stickney Gasoline Engine
is the simplest and best all round Power proposition for you to handle. It is always ready for business.

Our Aylmer 3-wheeled Wagon and Stock Scale
Capacity 2000-lbs., is one of the best scales and best sellers in the market to-day.

Write us to-day for catalogues and particulars.

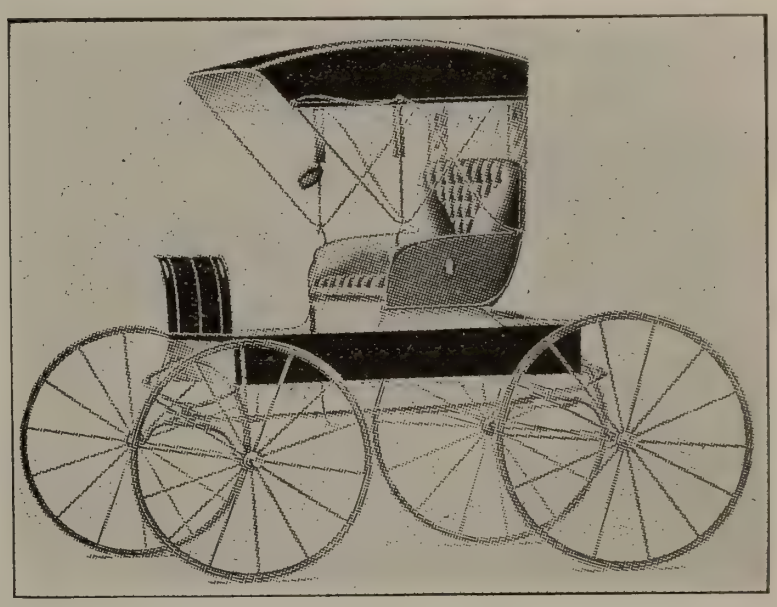


It is now warm weather and our Eagle Steel Lawn Swing will catch lots of your Customers.

Ontario Wind Engine & Pump Co.
Limited
WINNIPEG MAN.

A BUGGY WITH A THIRTY-EIGHT YEAR REPUTATION

When we say to you that the **GREER BUGGIES** are the best light vehicles built in Canada to-day we can prove our statement. Only selected materials go into their construction, put there by expert workmen. Every job is perfectly finished and is accompanied by our guarantee.



If you want to get the Hearse, Ambulance, Undertakers' Wagon, Landau, Carriage or Buggy Trade of your district, get the Greer Agency. The best proposition of the kind ever offered a dealer.

A Number of Rebuilt Hearses Constantly on hand.

WE WANT YOU TO WRITE US NOW.

A. B. GREER, Manufacturer, LONDON, ONT.

Western Representatives
The JOHN STEVENS CO., Ltd.
WINNIPEG.

M. RUMELY CO.

Regina, Sask. Winnipeg, Man. Calgary, Alta.

WE BUILD

PLOWING ENGINES THRESHING MACHINERY

Agents wanted for unoccupied territory.

New Implement Warehouse for the Crawford Co. Ltd. at Neepawa, Man.

This handsome new store, which we illustrate, is built of solid brick on a stone foundation laid in cement bed. It is two stories high and basement, with ceilings of 8, 12 and 10 feet. It has a frontage of 66 feet with a depth of 80 feet.

The workshop and repair room are in the basement, which is intended entirely for use in the implement business. It is so constructed, however, that any part may be portioned off should it be found necessary to do so at any time. The first floor is arranged so that it can be divided into three sections. It will be seen that the northern, or right hand portion, is fitted with a double entrance. There is a section of this 16 x 18 on the extreme right, in use as a harness shop. The next section of the same size can easily be set apart when required; the back part of it, 16 x 30 feet is being fitted up as an office. The left half of the building on the first floor is used entirely for show purposes; except a small portion at the rear where goods are taken in. There is a back entrance sufficiently wide to admit a binder, drill or any other large machine. There is a wooden platform laid along the entire width of 66 feet at the back, part of this slopes up from the ground for the easy handling of goods going in and out, but the greater part is of a height suitable for loading or unloading drays. This platform is 19 feet wide, which not only allows for a gentle slope from the ground, but gives plenty of room on which to pile or move goods. The upper story is used entirely for storage and samples The roof is flat and the water is drawn to two points near the center on either side, drops to the basement of the building and thence passes to the street pipe.

The south-west corner is fitted with an elevator, operated by a 4 H.P. gasoline engine, when it is required to lift heavy loads. At other times it may be worked by hand. The pattern is wide open, 7 x 12 feet, with a lifting capacity of 3,000 lbs., and has been found extremely convenient.

Altogether, we have no hesitation in stating that this is one of the finest retail implement warehouses in the West, both in respect of appearance and convenience. Mr. John Crawford, the genial head of the firm, has kindly promised to let any of our readers, who may contemplate building, have the benefit of his experience in this undertaking, and we feel sure that there are many who will appreciate his courtesy.

Edmonton.

The weather conditions here were somewhat backward during the early part of May, but later on an improvement came, and everything is now almost as well forward as usual. There was a good deal of spring plowing to be done in the district, owing to the unfavorable conditions last fall, and in consequence there was a considerable call for gang plows to rush the work, soon as the good weather set in.

The implement dealers here report a good spring trade, especially in plows, and a substantial increase on the business of former seasons.

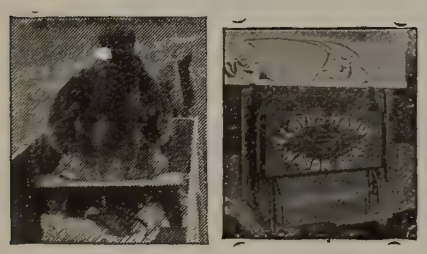
Mr. H. S. Palmer, of the Moline Plow Co., paid a visit here a few weeks ago. He expressed himself greatly pleased with the conditions prevailing in the province of Alberta.

Mr. H. D. Honey is the new representative of the John Deere Plow Co., here. Mr. Honey has a long experience of the implement trade, and we wish him every success in his new field.

Mr. W. G. Hunt, of the Massey Harris Co., Calgary, was a recent visitor here. He reported a good season in the implement business in Southern Alberta.

Another visitor was Mr. P. A.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and secure the Lloyd seat. There will be more money in it for you and more satisfaction for your customers.

The Lloyd Seat has the preference every time.

Write for quotations now.

Wawanesa Wagon Seat Co.
WAWANESA MAN.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

ACORN QUALITY

GALVANIZED CORRUGATED SHEETS

Are the Standard for all Buildings.

Send us your plans for estimates. Write for prices and catalogues.

CLARE & BROCKEST,

Hecla Furnaces, Peninsular Stoves and Ranges,
Metal Shingles, Sidings, Ceilings, etc.

P.O. Box 396 WINNIPEG, MAN.

Scott, representing the M. Rumley Co.

Mr. Fred Wright, of the Canadian Moline Plow Co., was a further recent visitor here.

Mr. Jos. Desmond, general collector for the J. I. Case Threshing Machine Co., has returned from a business trip over the C.N.R.

The Edmonton Grand Summer Fair and Stock Show will be opened on June 29th and will last until July 2nd. There is $20,000 offered in prizes and purses, and everything points to a successful time.

Brandon.

Seeding was not started in this district until about May 5th owing to the unfavorable weather conditions. A severe snow storm raged for two days about the end of April which rendered it impossible to begin before that time. However, the fine weather which followed partly compensated and there was not much damage done.

Implement dealers here had a very successful spring season in drills and plows, with a considerable increase over 1908 sales.

The deputation in connection with the Winnipeg Exposition and Selkirk Centennial 1912, arrived here about the end of April. They received a most enthusiastic reception and a resolution to aid and assist the project was unanimously passed by the business men of Brandon. Mr. A. E. Mott, of the Cockshutt Plow Co., was amongst the deputation.

The Municipal Light, Heat & Power Co., Ltd., of Brandon, has been incorporated here, with a capital stock of $50,000. The company will manufacture acetylene gas machines in Brandon. These machines will be of the very latest type, and the new firm intend to supply a number of the larger towns in the West, as well as Brandon district.

The Summer Fair Board, here, recently decided to build a new cattle barn and to improve the buildings generally. The present buildings were unable to contain all the exhibits at the fair last year; some thirty head of cattle having to be housed at outside stables. The new barn will be built to accommodate sixty head.

Mr. Thomas Craven, who was collector for the J. I. Case Threshing Machine Co., has accepted a similar position with the Sylvester Bros. Co. He is now stationed at Brandon.

Mr. R. Sylvester, of the Sylvester Bros. Co., recently paid a visit here in the interests of his firm.

Mr. John Adams, of the Cockshutt Plow Co., Ltd., Winnipeg, recently spent a day here looking into matters in connection with his firm. He was well pleased with the spring output of the branch here.

Mr. W. Kilkenny, of W. & J. Killkenny, lumber and implement dealers, at Broomhill, was a recent visitor in the city. This is his firm's first year in the implement trade and he expressed himself well pleased with the amount of business done.

Mr. E. J. Gifford, manager for the North West Thresher Co., here, recently visited Edmonton and other western points in the interests of his firm.

Mr. A. E. Robertson, late collector for the J. I. Case Threshing Machine Co., has taken a position as salesman in the gas engine department of the International Harvester Co. He spent a month at their factory in Milwaukee getting posted.

Mr. F. C. Moore, the organizer of the Interprovincial Retail Implement Dealers' Association, spent a few days here in the interests of the movement.

Mr. George Brown, of Rennie & Brown, implement dealers, Pierson, Man., recently visited the city here. He reported a considerable amount of early seeding in his district.

New Catalogues.

We have just received a copy of the new catalog, No. 10, issued by the Barrie Carriage Co., Ltd., Barrie, Ont. It contains 70 pages descriptive of the various lines manufactured by the company, is profusely illustrated with fine engravings, and handsomely bound in dark magenta. The Stewart Nelson Co., Winnipeg, who are the Western agents for the company, will be pleased to forward a copy to any dealer, on receipt of a post card requesting same.

We are also favored with a copy of the little thresher catalog issued by Messrs O. Chalifoux & Fils, Ltd., Sainte Hyacinthe, Que. Mr. C. A. Codere, 208 McIntyre Block, Winnipeg, has taken over the western agency of this firm, and intends to make a specialty of pushing their small tread threshers. Mr. Codere will send a copy in response to any enquiries.

"Empire Push."

We have received a copy of the May number of above, which is published by the Empire Cream Separator Co., Chicago, Ill. This issue contains a number of bright articles on selling separators, and a lot of useful information about their construction and use. One article, "The Feeding Value of Separator Milk," will be found extremely useful. Write the publishers for a copy.

J. I. Case Plow Company after Canadian Business.

The J. I. Case Plow Company of Racine, Wis., have just arranged with the Harmer Implement Co., of this city, to handle their line of plows, harrows, and other tillage implements in Western Canada. These goods are well and favourably known in this territory, having been handled for a number of years by the Balfour Implement Co. prior to that Company going into liquidation in 1907. Mr. R. C. Anderson, Secretary of the J. I. Case Plow Co., was in the city for a few days recently arranging the new agency.

Steam Plow Trade in Alberta.

We are informed that, on a low estimate, over 125 engine gang plows have been sold in Alberta, for delivery this season. These plows, under favorable conditions, should turn over 250,000 acres of land this year.

Canada has not yet attained her proper position in supplying the world's grain, but in 1908 she produced 8 per cent. of the oats grown, 4 per cent. of the barley, and 4 per cent of the wheat.

GRAND TRUNK RAILWAY SYSTEM

THE SCENIC ROUTE TO THE EAST

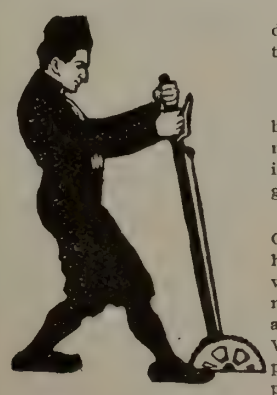
Double Track, Velvet Running Roadbed, Fast Time, Modern Equipment, Unexcelled Dining Car Service, Courteous Employees.

Cook's Mediterranean and around the World Tours; Steamship Tickets, all lines, including Quebec Steamship to Bermuda and West Indies.

Ticket office, 260 Portage Avenue Phone 7098.

A. E. DUFF,
General Agent, Winnipeg

THE RIGHT OF WAY



That forward movement so much desired by dealers with progressive aims is a reality among those connected with the Manitoba line.

We hold the proper lever on the business—

Let us reverse the condition that has drawn you backward, and take you fast and straight ahead—no stops—no sidetracks. The importance of our schedule gives US the right of way.

The Manitoba Line.—Gasoline Engines, vertical and horizontal, two to 25 H.P., water or oil cooled, hit and miss, stationary, semi-portable, portable, threshing—Windmills, pumping and power, feed mills, wood saws, pumps, tanks, cylinders, etc.

The agency is available in some sections and valuable in all—Hook on, Mr. Dealer.

7 H. P. Hopper-cooled Vertical Portable Engine

THE MANITOBA WINDMILL & PUMP CO., LTD.
BRANDON, MAN., AND CALGARY, ALTA.

Department of the Interior Returns for 1908

We have just received a copy of the Resource Map and Statistics of the Dominion of Canada, which has been issued by the Department of the Interior. It is presented in the form of a neat little book of 20 pages, bound in red cloth board with map at back. It contains no reading matter, but is confined to statistics only. Underneath we print an extract of the returns given relative to agriculture in Western Canada.

1908 LIVE STOCK

Province, 1908	Total Number Horses	Total Number Cattle	Total Number Sheep	Total Number Swine
Alberta	246,922	1,044,683	161,979	115,769
Manitoba	230,926	531,534	29,265	192,489
Saskatchewan	259,811	497,623	116,438	141,264
Total—Western Canada	737,659	2,073,840	307,682	449,522
*Canada	2,118,165	7,547,582	2,831,404	3,369,858

1908 CROP YIELDS

Province, 1908	Total Yield Wheat Bushels	Total Yield Barley Bushels	Total Yield Oats Bushels	Total Yield Hay Tons	Total Yield Potatoes Bushels
Alberta	6,842,000	3,881,000	22,802,000	111,000	1,967,000
Manitoba	50,269,000	17,093,000	44,711,000	215,000	3,807,000
Saskatchewan	34,742,000	1,952,000	29,205,000	27,000	1,826,000
Total-Wes. Can.	91,853,000	22,926,000	96,718,000	353,000	7,600,000
*Canada	112,434,000	46,762,000	250,377,000	11,450,000	73,790,000

* Totals for Canada do not include British Columbia, the statistics for which were not available.

Dangers from Lightning.

During an electric storm which passed over Elkhorn, Man., Mav 14th, Sidney Stone was struck, and killed by lightning. The notice goes on to state that he was on his way to town, carrying some ploughshares, and when overtaken by the storm stepped into a barn close by the road for shelter. The bolt struck the barn shortly after.

No wonder that the lightning flash with the crash of thunder is terrifying to many people. The more we learn of electricity and the more we hear of its all-powerful natural energy, the more reason we have to stand in awe of it, and feel the necessity of learning how to control it.

The thunder cloud is charged with positive electricity, which induces a rising of negative electricity in all conductors extending from the earth.

The purpose of the lightning rod, is not so much to attract the lightning flash and conduct it to the earth, as to facilitate the equilibriation of terrestrial and atmospheric electricity, in good time, long before the two electricities attain a dangerous tension. In other words, a lightning rod discharges functions similar to those of a safety valve, which enables the steam to escape from the boiler before it has reached an explosive pressure therein. The lightning rod must be installed in such a manner as to protect the entire building, in all its parts, and also the immediate vicinity of the structure.

Steel roofing is a protection against lightning, and buildings with such roof and covered with iron are lightning proof. The safest and most effective lightning rod is one of copper without joints, and, if connections are necessary, it is all-important that they should be carefully soldered.

Remember this — electricity passing through metal does not produce fire, but passing through an air gap or anything else that resists it, heat and fire results.

It has been proven long ago, that properly rodded buildings are immune from lightning strokes, and that wire fences grounded in two or three places, are safe for cattle to be near.

We are indebted to Mr. A. Lindback, Fire Commissioner of Manitoba, for the above useful and seasonable advice for dealing with lightning.

THE
Agricultural
MOTOR
CONTEST

Inaugurated last year, has met with such success that it has been made a permanent feature of the **WINNIPEG EXHIBITION.**

The **Motor Contest** with machines working in the field under actual farm conditions, promises the most interesting and valuable competition of the **Great Fair** to

MAKERS AND USERS OF AGRICULTURAL MACHINERY,

with 24 Entries from the Leading Manufacturers of England and America.

THE GREAT FAIR OF THE GREAT WEST

Ladies' Navassar Band
Grand Military Tattoo

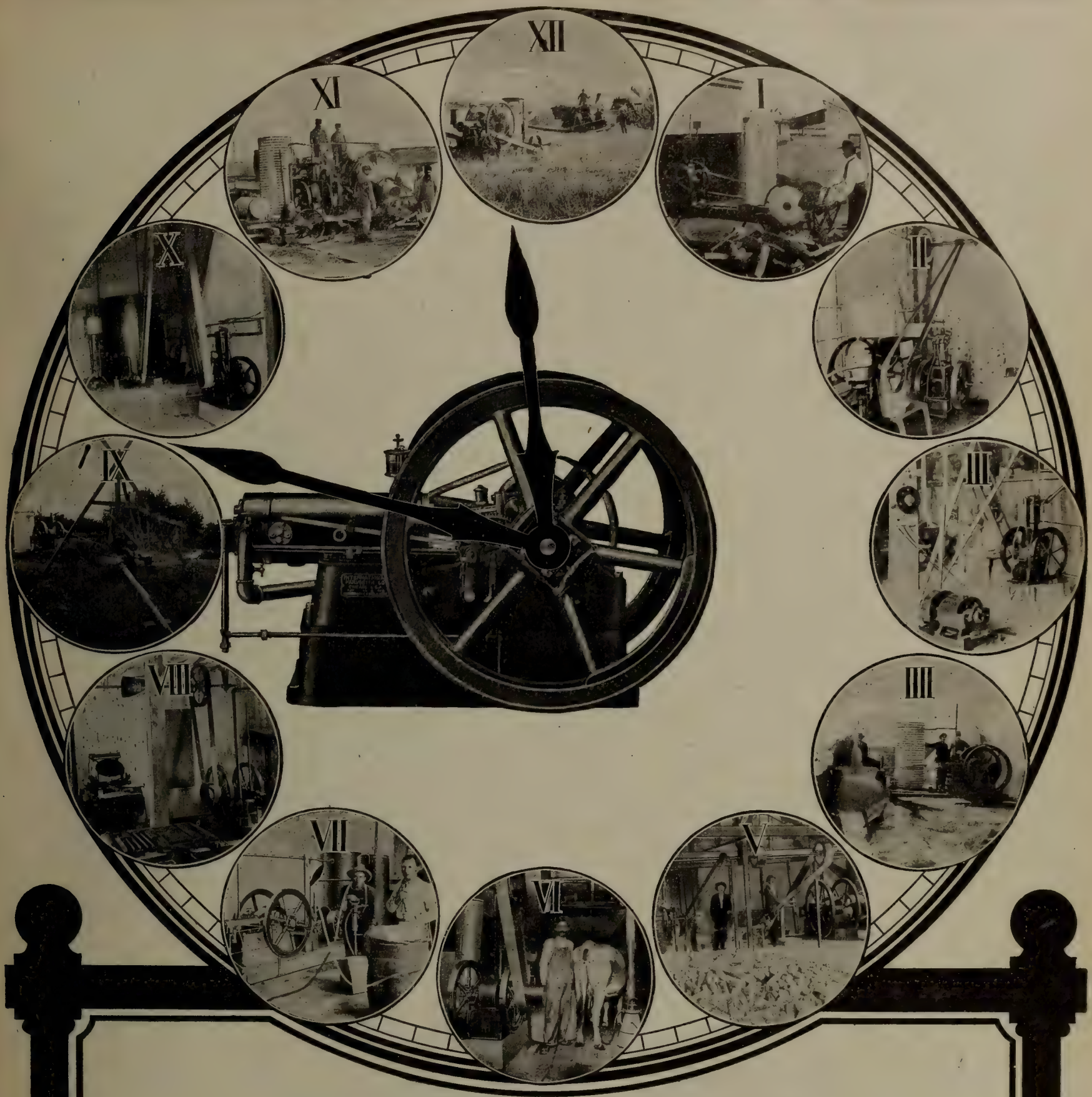
$40,000.00 IN PRIZES
1000 AMUSEMENT FEATURES

World's Premier Half-Mile Track Meet. Winnipeg Power Commission's Mammoth Electrical Display.

WINNIPEG INDUSTRIAL EXHIBITION

JULY 10th to 17th.

A. A. ANDREWS, President. Mayor W. SANFORD EVANS, Vice-President. A. W. BELL, Manager and Secretary.



THE POWER OF THE HOUR

Time is flying — secure a contract to handle the I. H. C. line of gasoline engines and make every minute of your time count. Right now is the hour of your opportunity.

There is a decided advantage in handling the I. H. C. line of gasoline engines. The I. H. C. engine can be used every hour of the day — summer or winter, day-time or night-time — can be used for every purpose requiring power, and gives satisfaction. The selling field is unlimited. There is a very active demand for this reliable, economical engine. It is the engine that sells.

The I. H. C. gasoline engines are made in many styles and in sizes to meet every requirement of from 1 to 25-horse power.

The nearest general agent or blockman will furnish information regarding terms and territory on request.

Canadian Branch Houses:

HAMILTON. LONDON. MONTREAL. BRANDON. CALGARY. EDMONTON.
OTTAWA. ST. JOHN. REGINA. SASKATOON. WINNIPEG.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U. S. A.

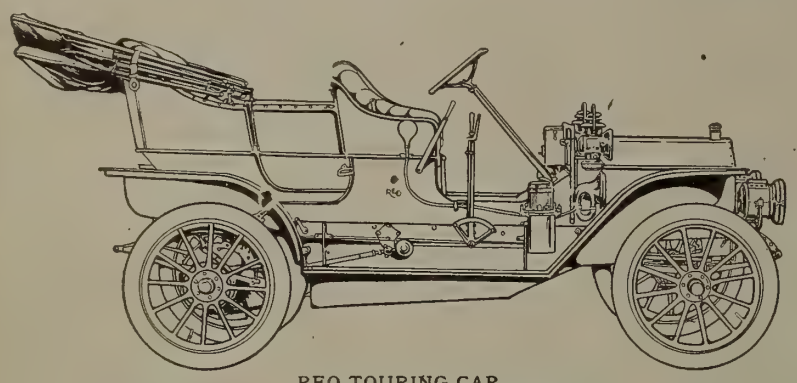
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D. 1909 (40 h.p., five passengers)	**$3,100.00**
Cadillac "Thirty" 1909 (shaft drive, five passengers)	**$2,000.00**
Reo, Model A. 1909 (22 h.p., five passengers)	**$1,400.00**
Ford, Model J, 1909 (20 h.p., shaft drive, five passengers)	**$1,100.00**
Reo Runabout (10-12 h.p., 2 or 4 passengers)	**$700.00**



REO TOURING CAR

A WORD TO DEALERS AND PROSPECTIVE PURCHASERS

Owing to the big demand for Autos this season it is absolutely imperative that orders be placed at once to assure an early delivery date.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. WINNIPEG

THE CENTRAL CANADA INSURANCE COMPANY

BRANDON

Operating in

Manitoba Alberta Saskatchewan

Subscribed Capital **$365,000.00**

Substantial Cash Deposits with

THREE PROVINCIAL

- GOVERNMENTS -

FIRE INSURANCE

PURE-BRED REGISTERED

LIVE STOCK INSURANCE

HAIL INSURANCE

(MANITOBA AND SASKATCHEWAN)

On our UNBROKEN RECORD for prompt payment in full of all Loss Claims we solicit your patronage

You Pay the Premium We carry the Risk

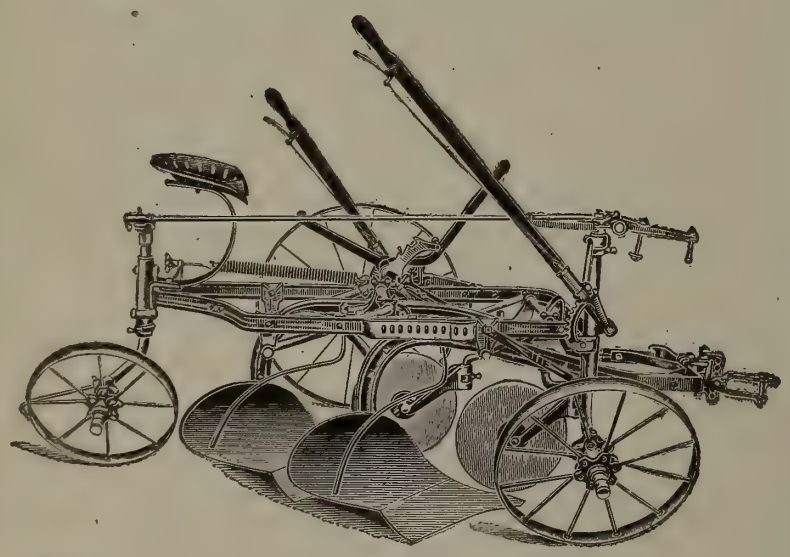
Full information may be had from any Local Agent or the Head Office of either Company

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON

THE SASKATCHEWAN INSURANCE CO. REGINA

CANADA

NEW ECLIPSE PLOWS



THE GREAT POINT WE MAKE about New Eclipse Plows, is that the combination of great strength, with light draft is not equalled by any other. Your customers discover this the first day and, of course, send you more trade. Also, you have the satisfaction of knowing that the factory has been building goods right, for more than 50 years. A pretty good guarantee of quality. Let us tell you about the rest of the exclusive features in

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG.

DOMINION CARRIAGE CO.

LIMITED.

GENTLEMEN'S DRIVING WAGON.

TORONTO.

We want to send you particulars about

"MAPLE LEAF" LINE

of Top Buggies, Gentlemens' Driving Wagons, Road Wagons, Democrats, etc., which is above the average in Materials, High Quality and Stylish Design, Roomy and Comfortable, Handsome Finish.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:

Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

VOL. X, No. 1. WINNIPEG, MAN., JULY, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3.200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which has a world-wide repuation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

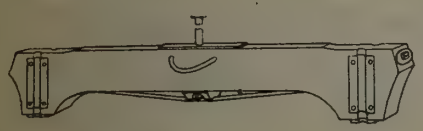
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Watson's "Ideal" is the Standard of Sleigh Perfection

Runners made of selected XX White Oak, shaped on machine and made perfectly true.
Steel Shoeing of Best Sleigh Shoe Steel (sometimes called Spring Steel Shoeing.)
Poles extra wide of selected Oak.
Front bench equipped with truss rod as illustrated

Made in all sizes to suit your trade

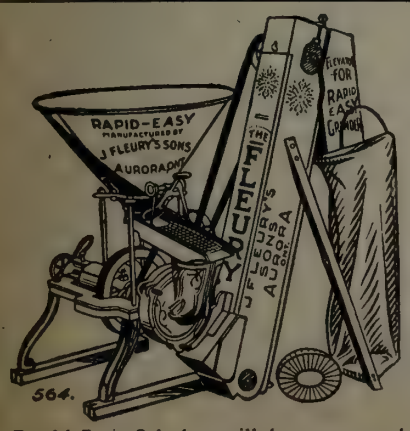
Write or call for contract price list on Feed Cutter (7 styles), Horse Powers, Grinders, Pole and Cord-Wood Saws, Wheel Barrows, Whiffletrees, Pulverisers, Steel and Boss Harrows, Warehouse Trucks and Lawn goods.



No one can give you a better deal . .

John Watson Mfg. Co. LIMITED

Winnipeg



QUANTITY AND QUALITY OF WORK

The Whole Story.

I write to let you know what I think of your **Rapid-Easy Grinder**. **Previous** to the fall of 1908 I got all my grinding done at the **Grist Mill**—by **Stones**. I thought **no other chop** could be **so good**. But in 1908 I required a **great quantity** of feed and I would lose a great deal of time going to the mill—and I was very busy, So I hired a thresher who has a 12 H. P. Engine and one of your **Rapid-Easy Grinders**. In **8 hours** he ground **100 Bags** Barley and **60 Bags** Oats and did **as good work** as the Grist Mill! We have had grinding done in this way **several times** since and **always** with **satisfaction.**" — Bernard McCabe, Strange, Ont., May, 1909.

Rapid-Easy Grinders will do more work with **same power** than others. **Several styles in sizes** to suit **your** power. This cut shows **one style** and **one size only.**

JOHN DEERE PLOW CO. Ltd., Sole Agents

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

PROOF of PROGRESS

An agency contract for the I. H. C. Cream Harvester is a proof of progress. It is an indication that the dealer is progressing. Why? Because progressive farmers and dairymen are demanding labor saving machines. One of the greatest labor and money saving machines on the market is the I. H. C. Cream Harvester.

There is a steadily increasing demand for the I. H. C. Cream Harvester.

I. H. C. Cream Harvesters are made in two styles—the Dairymaid, a chain drive machine, and the Bluebell, a gear drive machine. Each style is made in four sizes, so that the dealer is always in position to supply the demand for just the size of machine required.

The nearest general agent or blockman will gladly furnish information regarding terms and territory.

An I. H. C. Cream Harvester on a farm is a proof of progress. Why? Because it indicates that the owner is no longer satisfied with small profits, that he is no longer contented to handle the milk in the old wasteful way. The cream separator is an invention of a progressive age, therefore its adoption on the farm must indicate progress.

It is conceded that a cream separator is a necessity on every farm where four or more cows are kept. Almost every farmer keeps more than four cows, and consequently is in the market for a cream separator. He will naturally buy the one that gives the best results. The construction of the I. H. C. Cream Harvester insures the best results.

Western Canadian Branch Agencies:

CALGARY, ALTA. REGINA, SASK. BRANDON, MAN.
EDMONTON, ALTA SASKATOON, SASK. WINNIPEG, MAN.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

The Farmers Swear by and the Dealers Demand

THE

Kramer Rotary Harrow Attachment.

ORDER NOW FOR THE FALL TRADE. Don't Mistake the False for the True.

An invention of real merit, like the Kramer Attachment, is almost always counterfeited, but worthless or inferior articles never. Unscrupulous imitators, without ideas of their own, must, perforce, trade upon the brains and reputation of others, but fortunately their career is usually brief, because disaster and dishonor is the inevitable destiny of every transgressor. Beware, therefore, of spurious imitations of our implement.

When you can harrow and plow at the same time, with the same team, and with the same expense, as illustrated, is it any wonder that the Kramer Attachment is one of the most popular implements now on the Canadian or U. S. Markets?

Consider the Facts

Over 30,000 Sold

The marvellous success of the Kramer Rotary Attachment for Plows, marks it as one of the most practical and valuable inventions of the age. No other device has so quickly leaped into favor and met with such generous patronage everywhere. This is because of its originality, honest construction and perfect achievement of desired results. With it the farmer knows that he has the best method, at moderate cost, of harrowing and plowing at one operation. It is faultlessly built throughout and is backed by the unequivocal guarantee of the manufacturers.

The Kramer attachment has been three years before the public. It has made good and is on the market to stay, and will ever remain the Leader in its class. Sales are nearing the 50,000 mark. Every season notes a material progress in our business, and an advanced standard in the construction of our product. Four models to select from.

3 Years in Use

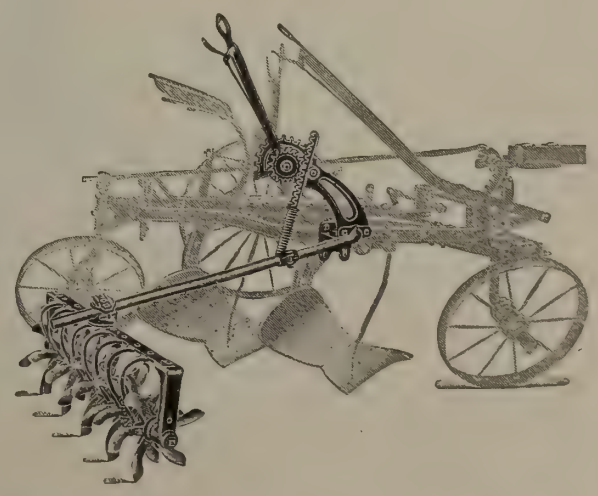
Cannot wear loose. In case of accidental breakage they can be replaced in a moment by anyone without having to supply the entire disk.

Our attachment saves the labor of harrowing.

Puts the ground in better condition.

Conserves the moisture for the crop.

Four Splendid Models to select from.



THE KRAMER COMPANY, PAXTON, ILL., U.S.A.

C. W. DAVIDSON, for Manitoba.
110 Harriet Street, Winnipeg

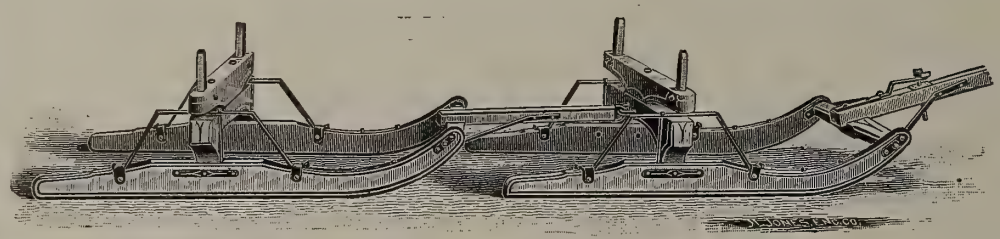
TUDHOPE, ANDERSON & CO., Ltd., for Saskatchewan and Alberta.
Winnipeg Regina Calgary

THE COCKSHUTT PLOW CO., LIMITED,

Extends a very cordial invitation to the Implement Dealers of Western Canada to make their headquarters during the Exhibition at the Company's Offices and Show-Rooms, corner of Princess Street and Alexander Avenue.

Bring your friends and customers along. They will be welcome, and we shall be pleased to have your mail addressed in our care.

Your visit will interest you. The display of Implements and Vehicles we shall have on view will be the finest collection ever offered to the Western trade. Come and See.



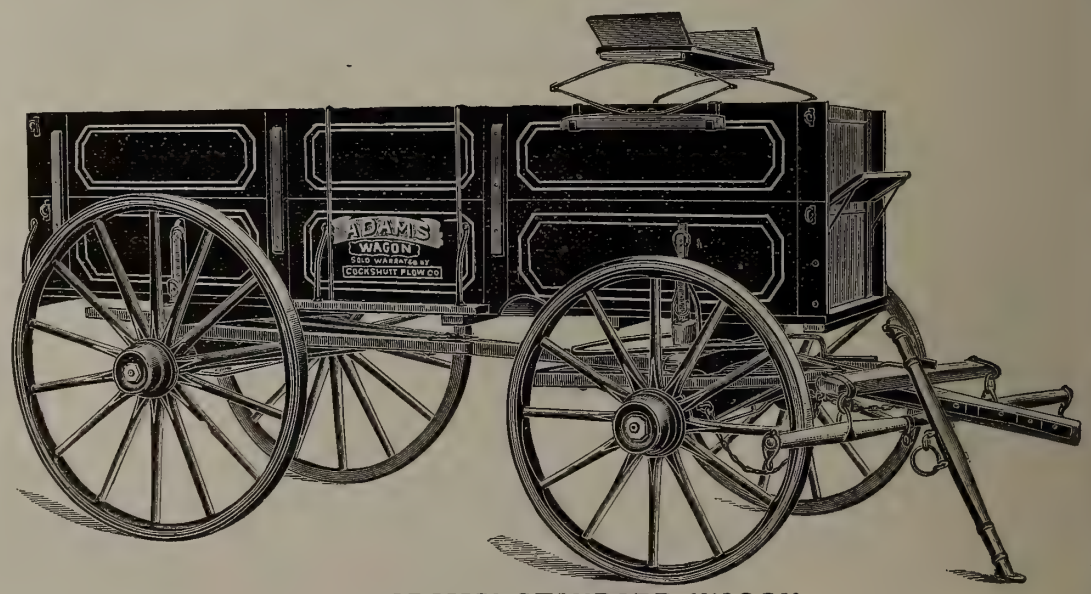
ADAMS' FARM SLEIGH

Adams' Sleighs

Are the best sellers offered the trade. Better proportioned, better finished, and stronger throughout than any other sleigh on the market. Steel or cast shoeing.

ADAMS' FARM WAGONS

Are recognized as "the wagons of quality." The Adams' reputation has been built on forty-five years of actual wagon building. The name stands for only the very best material in construction and the employment of skilled workmen, which ensures a light running wagon of attractive style, splendid finish, and great durability.



ADAMS' STANDARD WAGON

Let us interest you in the winning line

COCKSHUTT PLOW CO., LTD.

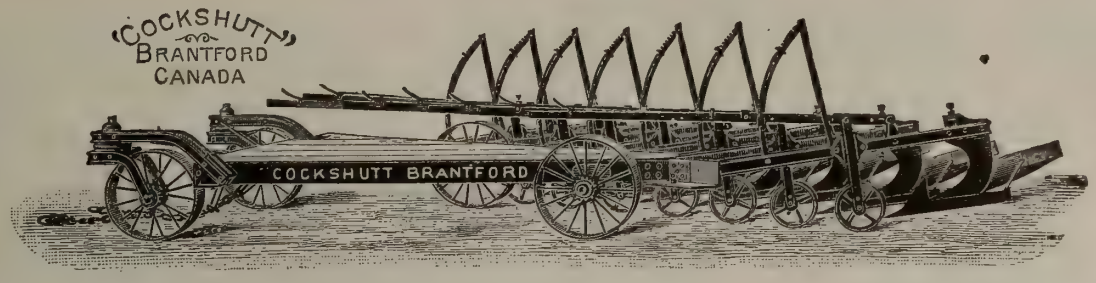
WINNIPEG REGINA CALGARY EDMONTON

COCKSHUTT ENGINE GANG

The Ideal Plow for Breaking, Back-Setting or Stubble Plowing. Equipped with either Rolling Colters or Fin Cutters.

Independent Plows
Each bottom adapts itself automatically to any unevenness in the land. When one bottom strikes a stone it raises up and glances over without disturbing the rest of the plows.

Wide Jaws
where each individual plow is hinged to frame. This, with the extra heavy beams, absolutely prevents the bottom from "winging." The furrows are always of uniform depth and width.



Side View of Cockshutt Engine Gang—7-furrow size.

(This style is made with 6, 8, 10 or 12 furrow frames.)

Straight Beams
which are very much superior to arched beams for traction plowing, Our heavy straight beams cannot bend or get out of position. Arched beams are liable to become partly straightened under the great strain of traction engines.

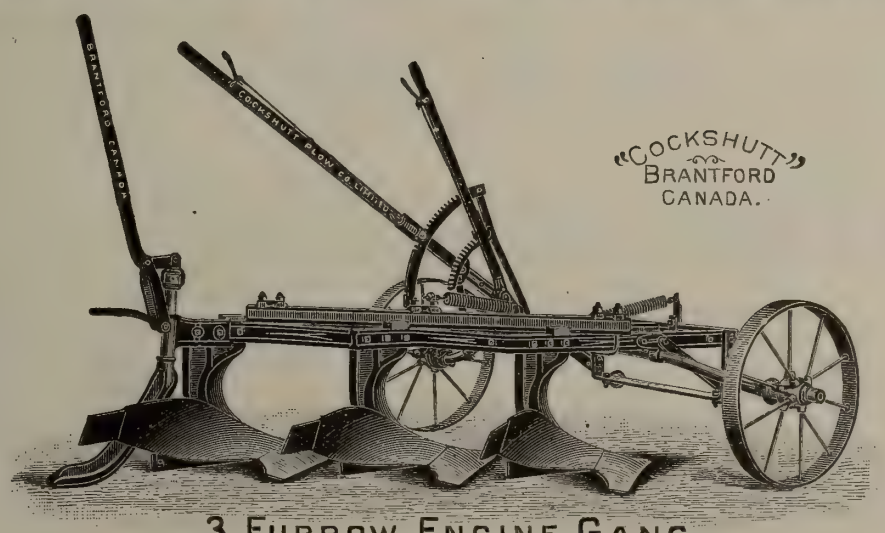
Great Strength
And the weight all in the right place.

We now manufacture a SIX FURROW FRAME to which can be attached 4, 5, or 6, of our 14 inch independent plows. This size has already met with a large demand for use with small engines. The construction is the same as the seven furrow plow illustrated above.

THREE AND FOUR FURROW ENGINE GANG

This plow is now sold with 4 14-inch furrows when wanted. the fourth bottom can be detached and the plow used as a 3 furrow.

Notice the strengthening backbone clipped across the top of the frame.



3 Furrow Engine Gang

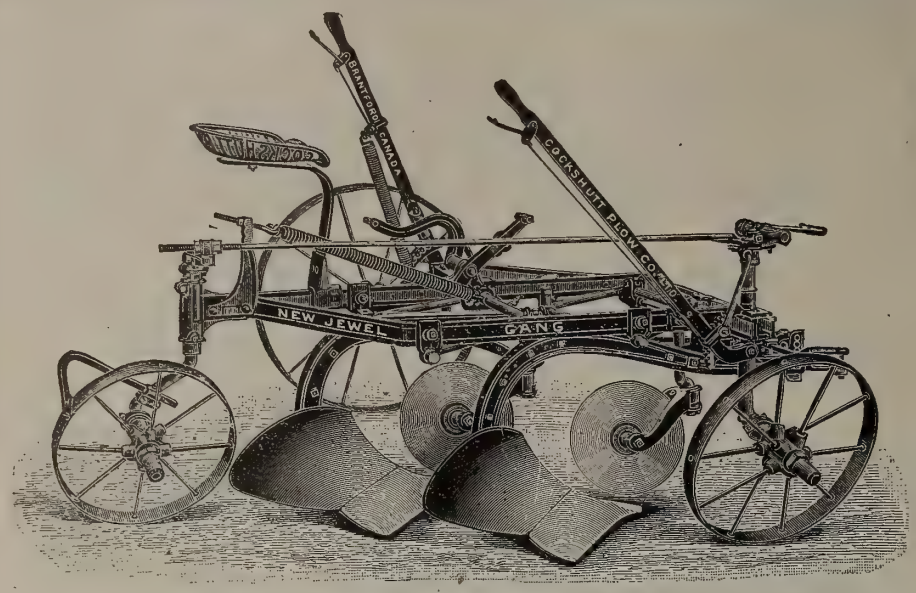
The shares and standards are extra heavy. It is equipped with either breaker or stubble bottoms, also rolling colters or fin cutters.

This plow will be found very satisfactory in districts were the land is level and free from stones. It is particularly popular for. stubble and back-setting with small gasoline engines.

SEE THE PERFECT WORK OF COCKSHUTT ENGINE GANGS AT THE IMMENSE GASOLINE AND STEAM ENGINE COMPETITION AT THE WINNIPEG EXHIBITION, JULY 10-17.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON



NEW JEWEL GANG

Cockshutt Plows

Excel in every point of importance to the Western Farmer, making them the most profitable for the dealer to handle.

The Cockshutt New Jewel Gang Plow

is without an equal. Built entirely of steel and malleable iron. Standards are malleable and bridged at the bends, making them stronger than when made of steel.

Mold Boards, specially designed to clean and cover in sticky soil, and they do.

Frame, Beams, Bails, Axles and Braces are made of high carbon steel. Very strong and not easily put out of shape.

Steel Wheels have long, removable, dust proof bearings, with large wearing surfaces, insuring long life and small cost for repairs. Large land wheel fitted with cushion spring. All wheels adjustable.

Wheel Levers are convenient to driver, and are only used for levelling the plow, the plow being operated at the ends by the foot, which leaves the hands free to manage the horses.

Lifting Device locks the plow up when out of the ground, and down when in work, but can be set so that when working in stony ground the plows will raise when striking an obstruction, thus preventing breakage.

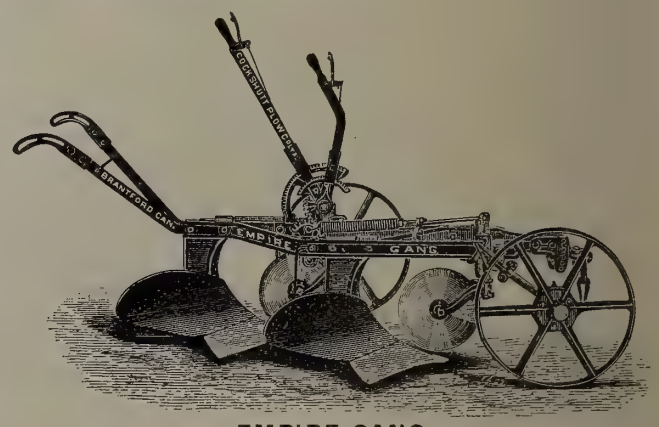
Our soft centre Shares are the heaviest and strongest used by any manufacturer.

The New Jewel Gang embodies all that is Latest and Best in Modern Plow Building. It is Canada's Perfect Modern Plow.

THE

Cockshutt Empire Gang

is a light two-furrow plow, that possesses many new and valuable features not found on any other light two-furrow plow. We were the first to introduce a plow of this kind, and, while there have been many imitators, we have succeeded in keeping our Empire Gang very much in advance of similar gangs.



EMPIRE GANG

THE SPECIAL FEATURES ARE:

Extra strong steel Frame, heavy axles, dust proof wheels. The fine adjustment ratchets with which this plow is equipped, will be found of great advantage. Fitted with compound levers and spring lift of new design. Now furnished with steel standards and the heaviest soft centre shares ever used in the construction of a plow.

Cockshutt Plows, from the big engine gang to the small walking plow, are the pride of the makers and the envy of all competitors.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. X., No. 1 WINNIPEG, MAN., JULY, 1909. SUBSCRIPTION PRICE { Per Copy, 5c. Per Year, 50c

The Land where the King is—Wheat.

BY KIND PERMISSION OF THE AUTHOR

I'm back to the land, to the prairie land, where the league-long furrows roll,
It's a dollar a bushel to-day on the street, and a dollar a bushel is hard to beat,
When a granary's filled to the roof with wheat,
For the farmer has taken his golden toll,
In the land where the King is—Wheat.

And firm is the grip of the toil-worn hand, and it's ho ! for the folks at home,
For hearts are warm 'midst the snow and sleet, and it's "Hullo ! Jack, and Tom and Pete,"
As we walk down the crowded village street,
In the land where the King is—Wheat.

The telephone rings in the farmer's hall, his auto stands at his gate.
Ho ! "What's the price on track to-day ? A dollar ? I guess I'll wait."
"How much ?" "Ten thousand of No. 1, and half ten thousand more,
So I'll hold till spring for I've nothing to meet,
And I've cattle and sheep and hogs to eat
In the land where the King is—Wheat

You may search the world over from clime to clime,
You may travel from shore to shore,
You may try as you like, but you ne'er will find
A land where prosperity knocks at the door,
Like the land which we measure by miles, not feet,
The land where the King is—Wheat !

Where each field is a farm, and the line runs true, past mile and succeeding mile,
Just ploughing and stubble, a house, p'raps two, and straw in golden pile,
Rather dreary, you say ; but think of the day when we'll feed the world with wheat,
By heavens ! it's a kingdom, and can't be beat,
The land where the King is—Wheat

Then here's to the men of the prairie land, and their wives, and their children, too,
They've fought the fight with stubborn pride, and they've won, as their sires were wont to ;
They've tasted the iron, they've gained the sweet,
They're the breed that would never acknowledge defeat,
And they own the land where the King is—Wheat.

Boissevain, Man. —ARTHUR S. BARTON.

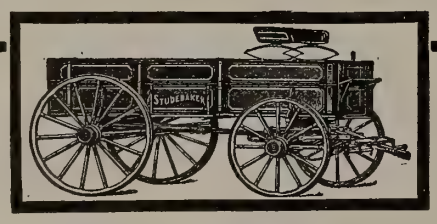
Education and the Farm.

The question of whether the schools and colleges of today educate away from the farm and its life is a very vital one and has been the subject of several illuminating articles and letters in a contemporary farm journal. The Canadian West is in the world's eye to-day, because of the opportunity it affords its citizens along agricultural lines. If it is in the world's eye twenty-five or fifty years hence, it will be because those citizens have improved that opportunity, and are practising the "science of agriculture." Our hopes of material prosperity and national well-being are based in the last analysis upon the manner in which we handle our greatest natural resources, and upon the type of manhood and womanhood built up on the farms of the prairie. Thus our attitude toward farm life and the farmer is of fundamental importance.

If that policy of other days on the part of parents engaged in farming, of encouraging the brightest and best equipped of the children to seek a college education that they might enter one of the professions or become salary-earners, while the slow and dull children were denied such privileges and afforded only the rudiments of an education as being sufficient to enable them to farm, is maintained, and if the attitude of teachers in selecting the keen scholars of their classes and encouraging them to think that they would waste their abilities unless they left the farm and sought "wider fields," is maintained, and if the lack of any effective attempt on the part of those who outline the public school curriculum to interest and instruct rural scholars in the processes of nature going on everywhere around them, and on the knowledge and appreciation of which the farmers' success depends, should still continue, then our hopes of measuring up to our great opportunities and justifying the possession of such a heritage of soil wealth will be disappointed. The twentieth century may be Canada's, but it will only be ours, speaking for the West, as the boys and girls on the farms of the West are trained to regard agriculture as the most fundamental and honorable of callings. Definite and comprehensive steps must be taken forthwith to place the farmer and his calling on the high plane where they belong, and with the rising generation is the logical place to begin.

It is idle to assert that the tendency of our educational system is not away from the farm. It is. Not in any open or combative way, but in a negative way. The emphasis is laid on other callings. The ideal of success held up to the pupils involves life in the cities in one form or another. The idea that agriculture affords scope for unusual ability or an outlet for intellectual energy, or that any degree of eminence may be attained by that particular ladder, is not inculcated, and is sometimes openly ridiculed. The unconscious attitude of education towards agriculture is that a man "buries himself" when he lives on a farm.

There are not lacking signs, however, of a change of attitude upon the part of some branches of our educational system. The sending of teachers attending the Normal School to the Agricultural College for a month of their term is the most encouraging of them. But the work should not be left to the authorities alone. Every rural school has the choosing of its teachers, and on the board of trustees farmers usually predominate. Let every farmer trustee show his regard for and belief in his calling by insisting on his school securing a teacher who has some qualifications for interesting his, or her, pupils in agriculture, and, if necessary, let them insist on a higher salary being offered to the teacher who can show a record along this line. And, finally, let every farmer who would see this matter properly emphasized work for election of trustees who believe in its being emphasized, and let him take some interest in the work of his school along this line. The community as a whole takes the farmer at his own estimate; if he will but respect his calling himself, and insist on its receiving attention in the education of his children, agriculture will come fully into its own and be accorded its rightful place among the activities of this Western land.—Manitoba Free Press.



Pulling Together

A Good Line Well Advertised is Half Sold

Studebaker wagons are better known than any other make. They're better advertised than any other make.

No other vehicle manufacturer does so much to create a consumer's demand for its goods. No other vehicle manufacturer offers the dealer such hearty co-operation in assisting him to build up his local trade.

It pays to handle the *Studebaker* Line.

Studebaker

Brothers Manufacturing Co.

Largest Vehicle Manufacturers in the World

South Bend, Indiana

When a young girl entered a pawnbroker's shop in Leipsig with 14 rings she was suspected and detained. Inquiries proved that she was the rightful owner, and that the rings were souvenirs of 14 fiancés.

Monitor Drill Factory to be Enlarged.

The Moline Plow Co., who now control and operate the factory of the Monitor Drill Co., Minneapolis, have decided on various improvements to be made during the summer. The most important are the erection of a two story brick building, 50x120 feet ground dimensions, to be used for storage purposes, and addition to the present foundry which will give additional floor space about 80x 100 feet, and the erection of a large power house. All of the additions will be of brick, and the construction work will be done by the company. The plant will be equipped with electric power throughout, and a large engine and boilers, together with a number of direct current motors, will be installed. The company will generate its own power and the machinery will all be equipped with individual motors. When the additons are completed, the capacity of the factory will be about 15,000 machines a year, instead of 5,000, the present output.

Dry Farming Concerns at Billings Mont.

The dates arranged for holding the Fourth Dry Farming Congress at Billings are October 26, 27, and 28, 1909. The Second International Exposition of Dry Farm Products will be held in connection with the Congress. All the governors of western states have been invited to attend, and most of them are expected to accept.

It is estimated that a population of 35,000,000 can be supported in the territory to be reclaimed through the work of the dry farmers in the western states. The area under cultivation is being increased at a rapid rate.

International Harvester Will Exhibit at Winnipeg and Brandon Fairs.

The International Harvester Co., of America, are entering some very notable exhibits at the Winnipeg and Brandon Fairs. They will have a fine display of traction engines and up to date threshing machinery. They will be pleased to see their agents and prospective customers, and hope they will make the International's tent their headquarters during the exhibitions.

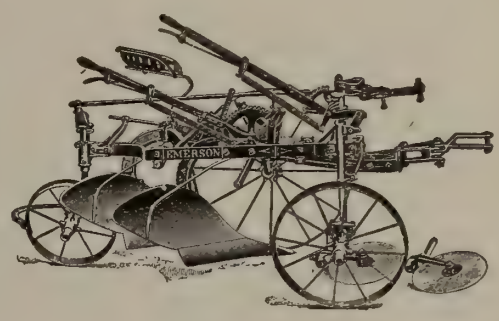
Sell a Line with a

REPUTATION FOR DURABILITY

SALEABILITY To the Dealer means .... BUSINESS

¶ How easy it is to sell a line of goods that has an established reputation for Durability, and you can ask a price that affords a nice profit if your statements are consistent.

¶ When a lad on the farm, father came home from town one day and said: When you're in town I wish you would look at that Emerson Plow Perkins is selling. He says it's the most durable and best Plow in the world, and I guess it is, because it costs more money than any other."



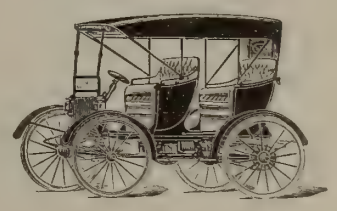
¶ Had the dealer made the statement that the Plow was the most durable Plow in the world, and then offered to sell it at as low a price as some other it is doubtful if his statement would have made any impression. It pays to be consistent in your statements.

¶ Durability in a line means quick sales and reasonable profits for the dealer if he asks them.

The Famous Emerson Line of Farm Implements, Including Disc and Moldboard Engine Plows; Gang, Sulky, and Walking Plows; Lever and Disc Harrows and Harrow Carts are Made by the EMERSON MANUFACTURING COMPANY of Rockford, Ill.

FARM IMPLEMENT BUILDERS SINCE 1852

¶ The Tudhope goods are also handled by us and these include not only the fine grade vehicle line consisting of Buggies, Road Wagons, Phaetons, Democrats, &c., but also their now recognized serviceable, durable and pleasure giving motor vehicles, which from now on will be made in all styles to suit all customers. The Tudhope Wagons and Sleighs are the best our manufacturers can build.



¶ The Original Fish Wagons need no comment.

¶ The Hilborn Lines which include Pulverisers, Combination Plows, Wood and Steel Harrows, &c., have fully proved their adaptability and durability.

Grain Grinders ***Road Graders*** ***Stump Pullers***

When in town during the Fair we would be pleased have you call and inspect our goods for yourselves, when it will be a pleasure to show you the special features.

TUDHOPE, ANDERSON & CO., LIMITED

WINNIPEG ***REGINA*** ***CALGARY***

The Necessity of Modern Implements.

The following article, largely borrowed from the Implement Age, is most wise and instructive. The writer, reviewing present conditions says:

"The production of a supply of food whereby 85,000,000 people may be fed, a supply ample enough so that each individual may have enough not alone to evade the pangs of hunger, but enough to maintain his physical powers to their maximum efficiency, is the one supreme and vital problem that confronts the American people. Furthermore, that sufficiency of food does not mean a supply ample as to quantity and quality merely, but ample enough te render it available at a cost which the average man can afford. That the cost of such a supply of food has become more and more burdensome during the past few years is a fact of daily or monthly knowledge to every man who has a family to support, and who has witnessed the smaller portions each year gives him for an equal expenditure. The cost of adequate food is pressing with ever increasing weight upon the people, and how to reduce that weight is a question of paramount importance over the whole world."

The fact that in the near future the United States is likely to be an importer rather than exporter of food stuffs is a very serious matter for consideration in European countries.

It is many years since Malthus wrote his famous essay on the principles of population and expressed his fear that the means of production would not be able to keep up with the natural increase in population. Since his time the settlement of the Mississippi valley has staved off, up to the present, the danger of world wide famine. The development of the Canadian West may preserve the coming generation, provided the art of agriculture meets what is required of it in the way of inventive genius and efficiency in practice.

"For it is to the agriculturist that we must go to secure relief from the burdensome cost of subsistence, and from the farms must come the increase of production which shall give the ample sufficiency at reasonable cost which the world must have.

"Two factors are now contributing to the solution of this great problem — two factors which, while unequal in their effects, will, combined, eventually provide a solution. These are, in the order of their importance, the modern improved farm implements, the product of the experience and the skill of the implement manufacturer, and improved methods of farming, the product of the experience and skill of the agricultural experiment stations and the agricultural college. To the lay reader it might seem as if the relative importance of these two factors should be reversed, yet a little consideration will make the superiority of the tool so obvious that no further argument should be made to justify the assertion that without the agricultural implements now available practically none of the modern practices of scientific agriculture would be possible, nay, they would not even be conceivable.

"Given these two factors, the theatre for their development is the agricultural interests. There is the most magnificent setting of God's green footstool, and there will the solution be found. After all, it is relatively a very simple matter. An increased production on each acre of ground cultivated spells all the difference between a supply at excessive cost and a supply at a cost which will permit each man to have enough and to spare. That part of the properties for the great drama which the implement manufacturer was to supply has been produced. The farmer is now acquiring the knowledge and the skill to supply the remainder.

"It is possible today, by the proper use of the improved farm tools at present available, to effect not only an appreciable, but a very marked increase in production per acre in any kind of food product. That such an increase has not been apparent hitherto is due to two things—lack of ability to use the tools by the farmer, and lack of ability to teach their use by the dealer. This leads to the concluding recommendation. The manifest duty of the implement man is to thoroughly understand the capabilities of the tools he represents so that he can not only sell them but instruct their use. There are certain definite conditions to be met in every locality. These the implement retailer should study in the disposition of his tools. The materials for such information are at hand; what individual observation fails to supply, the results of the experiment stations and the colleges offer, and in every community there are now those among the farmers who are applying the modern theories in conjunction with the modern tools.

"The vitality of the implement business depends upon the due recognition of these facts. That they are becoming recognized is evidenced by the results that are being produced. The implement man and the farmer must be looked to for the attainments of living possibilities for the country as a whole, and they now have the means within their grasp to make themselves the joint benefactors of a hungry world."

Regina

The condition of the crop being the all important concern in every branch of business and certainly not least important with the dealers in agricultural implements, it may, perhaps, be allowable to glance briefly at the conditions from earliest spring which have led up to the present well-being of grain fields.

The weather in the month of March was very mild for what may generally be considered a winter month, but as frequently happens the month of April presented a relapse to more severe weather and was colder than usual, the mean temperature of the month being 12 degrees colder than the average, almost as cold as the spring of 1907, the most backward spring recorded. Fortunately the snowfall last winter was light and practically disappeared in March. During April there were some severe frosts, and for the greater part of the month it was afternoon before the drills could be worked to advantage. The month wound up with a heavy fall of snow (April 27, 28) which could hardly fail to benefit the crop sown previous to its coming.

The weather in May was much warmer and growth rapid. In some districts the land was rather dry and damage was sustained by the drifting of the soil on summer fallows. On the last three days of the month, however, there was a heavy soaking rain, general throughout the province. In all, during the month of May, four inches of rain fell much above the average for the month.

There was another good steady rain at the end of the first week in June. Since then the temperature has been high and the growth simply phenomenal. Some damage has been reported by hail in the north but only a small area was affected.

The wheat is certainly further ahead than it was at this time last year and conditions generally are most favorable..

With regard to acreage under crop, this has not maintained the same ratio of increase that has been a feature of the last few years. The total acreage under crop amounts to 6,619,211 acres as compared with 5,970,841 acres in 1908, an increase of 10.86 per cent. The increase in wheat acreage for the whole province amounts to only 5.64 per cent., and in some instances there is an actual decrease. The largest increase is in oats 23.65 per cent. The late spring in part accounts for this, another factor is that the prices of oats during recent years have made them a very remunerative crop, also the risk from frost is at a minimum.

It is reported that Reeves & Co., of Columbus, Indiana, who make Regina the headquarters of their business in the West, for the sale of their line of threshing machinery, have decided to start the manufacture of engine-gang plows at this point.

BOARD OF TRADE CONVENTION

The convention of the Associated Boards of Trade of Western Canada was held in Saskatoon, June 15 and 17, and was well attended. This year, for the first time, the Boards of Trade of the Province of Manitoba were given representation and a good many of them availed themselves of the privilege.

Brandon was chosen as the place of meeting for next year.

Several matters of importance to the trade in agricultural implements were discussed, amongst which the question of fraud under the exemptions ordinance was a topic of much interest.

J. D. Taylor, manager of the Cockshutt Plow Co's business here was one of the delegates to the convention. After the convention concluded its sessions, Mr. Taylor visited Battleford and other points on business.

Dealers all report great activity in business. The volume of trade this season so far greatly exceeds that of past years. Prospects were never brighter.

METALLIC
PORTABLE CORRUGATED GRANARY

HOW about your Granary? Will a spark from the threshing engine or a bolt of lightning wipe out the results of your summer's toil? The Granary is a most important building on any farm. They should be built of the best fire and weatherproof material.

Metallic Portable Granaries are made of the best heavy galvanized corrugated sheet steel. Every sheet is curved, making the granary very strong and the erection an easy matter. The roof is of galvanized sheet steel, not canvas like the roofs of some portable granaries. Metallic Granaries are absolute proof against fire, lightning, wind, rain or snow and will last a lifetime.

Write us for full information regarding our Metallic Portable Granaries.

Farm Building Hints

"Eastlake" Steel Shingles and **Metallic Rock Faced Siding** make weatherproof farm houses

"Corrugated" Steel Siding or our **Manitoba Siding** insure your barns against loss by fire or lightning

Manufacturers

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1711

Threshing Machinery

3 Three Lines of Modern Threshing Machinery 3

AMERICAN-ABELL (Cock o' the North) made at Toronto, Ont.
ADVANCE - - - made at Battle Creek, Mich., U.S.A.
MINNEAPOLIS - - - made at Hopkins, Minn., U.S.A.

If you want successful and satisfied customers get an American-Abell Contract, purchasers of any of the three lines above mentioned are successful Threshers. Threshermen who operate and Dealers who sell, know that **American-Abell, Advance** and **Minneapolis** stand for the best there is in Modern Threshing Machinery.

WE WILL BE PLEASED TO RECEIVE A CALL FROM YOU DURING EXHIBITION WEEK.

AMERICAN-ABELL ENGINE & THRESHER CO., LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

Trade Depression a thing of the Past.

The trade figures for the month of May are most satisfactory and show substantial gains in both imports and exports. They indicate that trade in the Dominion has practically recovered from the state of depression that set in during the fall of 1907. Trade returns show that business is almost equal in volume to that of the high record of two years ago.

The imports for the month totalled $28,060, 076, an increase of $5,183,547 over May of last year. For the first two months of the fiscal year the imports totalled $50,599,549, an increase of $7,-792,625 over the corresponding period of last year. The customs revenue for the month shows an increase of $670,000. The exports of domestic produce for the month totalled $15,810,207 an increase of nearly two millions. For April and May the exports totalled $27,678,004, an increase of $2,-471,704.

The total trade of last month including coin and bullion amounted to $44,911,716, an increase of $7,029,650. For the first two months of the fiscal year the increase in total trade has been $11,-457,926.

THE ANNUITY SCHEME

The government scheme of annuities shows a revenue up to date totalling $160,000. The revenue of late has an average showing of $20,000 per week; on one day a record was made of $10,000 collected from this source. These figures speak volumes for the scheme.

The system of annuities had its inception last September. A few months were, of necessity, devoted to matters of organization. A number of lecturers have been engaged and are at work in the older provinces. The West has not yet been provided for. The department will negotiate with large business concerns on the line of their purchasing annuities for their employees, or at least giving their co-operation.

Even a good cook sometimes makes a mess of it.

Days of the Winnipeg Exhibition

Saturday,	July	10th	- Children's Day.
Monday,	"	12th	- Societies' Day.
Tuesday,	"	13th	- Citizens' Day.
Wednesday,	"	14th	- Farmers' Day.
Thursday,	"	15th	- Americans' Day.
Friday,	"	16th	- Ladies' Day.
Saturday,	"	17th	- Athletes' Day.

Milk Producers and the Tuberculin Test.

The stockmen of Western Canada, and, in fact, milk producers all over the American continent, are and have been prejudiced against the tuberculin test; very few believing in its reliability.

While the tuberculin test is by no means as perfect as it might be, still authorities all over the world are almost agreed as to its reliability under proper conditions.

In Great Britain, on the Continent, in Canada, perhaps, in a greater measure, the United States, city authorities, boards of health, and hygiene committees, have been and are particularly aggressive in formulating and carrying into effect measures calculated to improve the conditions surrounding and governing the milk supply from the time it is drawn from the cow until it reaches the consumer. The ultimate object of such measures is to give the consumer a wholesome article of milk, to protect infant life and decrease its mortality. From a humanitarian standpoint all efforts which have an object so worthy should receive our commendation and the hearty support of all right-thinking citizens.

While we realize certain measures are necessary to govern this very important matter, yet we are of the opinion that many such measures have borne heavily on the producer without resulting in the desired improvement in the milk supply. All these methods affect very materially the producer, who must conform to the dictates of council boards and inspectors, or go out of business. We realize that there is room for improvement in the quality of milk at present offered for sale in our cities, which improvement could be effected were a measure of co-operation between the producer and city authorities adopted. Then reasonable measures, based on the conditions governing production and transportation, could be enacted. More care and cleanliness exercised in the production and handling of the milk, and a more liberal use of ice wherewith to cool the milk, would cause an improvement almost beyond conception. This extra cost could be charged up to the consumer were he willing to pay, but he is not.

RESTRICTION UNPOPULAR.

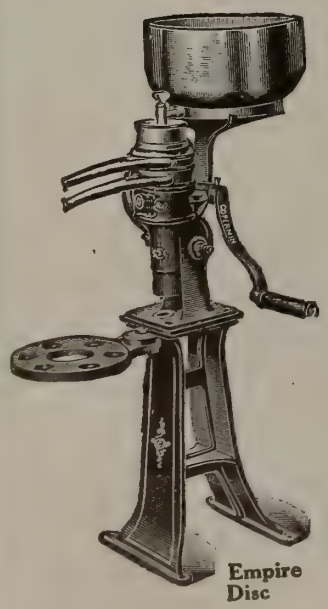
To many producers, rules and restrictions are irritating and repulsive; such are apparently infringing on the economy of their private affairs. Others accept them and aim to meet them with the best grace possible, and almost invariably at an increased cost of production. The producer puts on the market a better article for which the consumer is not always ready to pay the extra cost. Restrictions, even the modified, have the effect of increasing the cost of producing milk, while onerous restrictions destroy the profit due the dairyman; they make his occupation no better than that of the common laborer.

Possibly the most unpopular and

Cream Separators that Sell Themselves

Just imagine this conversation—and it's no great task to imagine it, for it happens every day:

Customer—"Have you a cone separator?"
Dealer— "No, but I have a separator here that—"
Customer—"Have you an EMPIRE DISC?"
Dealer— "No, but I have a separator here that—"
But the customer had walked out disgusted.



Empire Disc

The cow-owner of this country thinks for himself and he **wants what he wants, not what a dealer wants to sell him.** If you have **only one** kind of separator to sell, you have to prove that **one kind** is best.

If you sell the Separators of

"THE EMPIRE LINE"

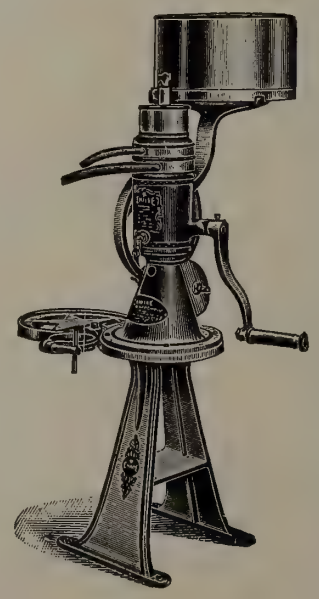
in a full range of sizes and capacities; if you are selling

The Frictionless EMPIRE
(The Cone Separator)
THE
Centre Feed EMPIRE DISC
(The Perfected Disc Separator)

you are bound to make the sale, for you have **both of the really standard methods of separation** and

The Machines will Sell Themselves

Send us your name and address, and let us give you a proposition whereby you can meet any kind of cream separator competition, no matter what it may be.



Empire Cream Separator Co. of Canada

WINNIPEG Limited TORONTO

burdensome restriction that can be adopted and enforced by our city authorities is that regarding the tuberculin testing of all cows supplying market milk. Much has been said and written, especially by our American contemporaries. on the many sides of this question without any apparent solution of the problem at hand. "Shall the cows supplying market milk be tested with tuberculin?" The problem is a big one, and is outside the scope of our large cities to carry to a successful issue. To make even a partial success of enforced testing would require an army of inspectors, to maintain which would tax our cities beyond the limit.

EXPERIENCE OF OTHER CITIES.

A few years ago the city of Boston attempted to pass regulations calling for a forced tuberculin test of dairy herds. Buffalo, Syracuse and other cities followed, but in all it was a dead letter. New York during the past twelve months has been very active in formulating rules governing its milk supply. Among them the tuberculin test is called for, yet it will likely prove abortive, because dairymen will not stand for it. Probably the laws governing the milk supply of New York City are more exacting than those of any city on the American continent, and from all over the New York milk zone—New Jersey, Connecticut, Vermont,, Massachusetts and New York State—we hear the bitter complaint of the dairyman against these exactions which tend to increase the cost of production to a "no profit" limit without the prospect of an increase in price. This in the face of increased prices for labor and feed stuff means much to the dairyman. Shall I continue in an unprofitable occupation or turn to some more renumerative one? is the concern of many dairymen in the United States today.

Within the past few weeks Chicago followed New York with an even more sweeping ordinance. It says: "No milk, cream, buttermilk, or ice cream shall be sold within the city of Chicago after January 1st, 1909, unless such products have been obtained from cows that have given satisfactory negative tuberculin test within one year; or that the milk has been pasteurized according to the rules and regulations of the department of health of the city of Chicago. Milk made into butter or cheese must be pasteurized or come from herds free from tuberculosis." An ordinance like this can only work harm. Just a few months for the Chicago dairymen to carry this into effect! What an absurd piece of legislation. We feel that the very drastic nature of the measure will render it abortive. "Hoard's Dairyman" takes a most sane view of this "Bovine Tuberculosis" question. It speaks of this new law in no uncertain voice as "the folly and idiocy of the Chicago ordinance." No legislation of this nature will be effective without the co-operation of the dairymen.

IN OUR CITIES

How is it in our Canadian cities? Quebec and Ottawa come the nearest to enforce regulations re tuberculin testing of herds supplying milk to the city. They have met with but a scant measure of success. Other cities have attempted it without success. Where do we stand on this question in Canada? The health boards of nearly all the cities have this question under consideration, and have had for some time without being able to solve the problem. Through time measures may be adopted to prohibit milk and cream coming to our cities from herds that have not been subjected to the tuberculin est. We do not believe in drastic legislation in this matter. Any needed reforms must be brought about by education, although a writer has said that "laws are the best educators."

While this may be true of many things, and also to a large extent, in respect to rules governing milk production and sale, yet on this score of tuberculin testing it will not be effectual until there is something more definitely settled as to results. We are told that milk from tuberculous cows is injurious as food. Again, we are told that it is not. We are told that tuberculin testing is injurious to the animal, leading to abortion and other diseases. Again we hear this combated; and yet all seem to have authority for their statements. The experience with tuberculin testing of our herd has not been unsatisfactory, and we believe it is the best means at our

Storage & Forwarding

Best Service - Up-to-date Warehouse Trackage Location

WM. BOURKE

Brandon **Man.**

THE CREAM SEPARATOR CALENDAR

18 Years ago all other separator manufacturers claimed the De Laval "disc" skimming device was wrong in principle and its use detrimental in every way—All De Laval "disc" patents and combinations of them were protected from infringement then.

15 Years ago most other separator manufacturers introduced into their machines the "Nutmeg-Grater" skimming device of perforated and corrugated vertical plates, thus conceding the advantage of division of milk in the bowl, but—All De Laval "disc" patents and combinations of them were still protected.

5 Years ago other separator manufacturers began the introduction into their machines of the earliest type of De Laval "discs" previously superseded in the De Laval separator by an improved form of these combined with the "split wing" tubular shaft patent :—The patent had expired on the original De Laval "disc."

To-day all other separator manufacturers embody in their machines to greater or less extent and some in their identical form, the earliest type of De Laval "discs" and patiently wait for the expiration of the patent on the "split wing" tubular shaft without the use of which the discs lose more than half their effectiveness.

Briefly stated, other cream separators have merit just in proportion as there is embodied in them expired and abandoned De Laval patents while the introduction of

THE NEW IMPROVED
1908-1909
DE LAVAL SEPARATORS

has left them just as far behind as there are years to run on more recent De Laval patented features.

Dealers are cordially invited to call at our offices when attending Winnipeg Exhibition or to visit our exhibit on the Fair Grounds at Winnipeg, Brandon, Calgary and Edmonton.

THE DE LAVAL SEPARATOR CO.

MONTREAL **WINNIPEG** **VANCOUVER**

disposal to diagnose tubercular diseases in our herds.

NOTHING TO FEAR FROM THE TEST

In the hands of a careful practitioner no dairyman need fear evil results from a test taken every twelve or eighteen months. We know of herds of registered cattle where this system is carried out with success, and if it can be done in a high class herd it can be done with a herd used to produce market milk. Our dairymen will not stand for a tuberculin test of their herds today, but we believe the day is not far distant when it will be to the advantage of the dairymen, for their own interests alone, to sink their prejudice against this test, so as to keep their cows clear of this dreaded disease. Then, if engaged in the production of market milk, a clean bill of health and certificate to that effect will net them a price for their product that will be worth all the extra labor and cost of production. Then those dairymen that conform to the conditions called for by our city authorities will demand their price for pure, clean milk from healthy cows confined in sanitary stables, and they will get it. This is the position taken by those dairymen that produce certified milk, who sell their product at from 30 to 50 per cent. more than that received by the ordinary dairyman. The day must come, and that ere long, when quality in milk will count for something, and the dairyman who puts up a high class article from healthy cows will receive a profit. commensurate with what he deserves.

His Price Was too Low.

A young man who had inherited a large estate, including a goodly sum of ready money, called on a vehicle dealer in a small town near his home with a view to purchasing a runabout. The dealer was aware of the young man's inheritance and rightly guessed that he would buy a first class job. The dealer had such a job. It cost him $85 and freight and was equal to many of the jobs that used to be sold in the cities at $200 to $250. Knowing that the young man would pay cash on delivery, the dealer figured that $15 was sufficient gross profit and offered the job at $100. The young fellow, feeling his oats, turned up his nose, figuratively speaking, and demanded to know if that was the best job the dealer had. The dealer told him it was. Then the young man started for the door, saying that he wanted a better job. An hour later he paid another dealer $165 for a job no better than the first offered him. He paid it to a dealer who was a better judge of human nature than his competitor.

The travelling man who told us this story asked if we could find any moral in it. That's a hard one. We are so thoroughly in favor of the one-price system we cannot approve of the action of the dealer who made the sale, for it is self-evident that he expanded his price for this particular occasion. He got the business and obtained a big profit, but in the long run he may lose by the transaction. The first dealer undoubtedly set the price too low, regardless of the buyer's financial condition and inclinations. A gross margin of 17½ per cent. is not sufficient. It doesn't provide for an adequate net profit. The freight and the cost of doing business eat up most of it. Had he asked $125 for the job maybe the young man would have been satisfied.

The price of one dealer was too low, the other too high. If the first dealer had struck the happy medium, a price correctly based on the invoice price plus the freight, the cost of doing business and a living profit, accurately figured, he doubtless would have made the sale. If there is any moral, it is: "Figure cost correctly."—Farm Implement News.

The Stewart-Nelson Co., Winnipeg, have just secured the Western agency for the little farm gasoline pump manufactured by Fuller & Johnson Mfg. Co., Madison, Wis. This engine uses gasoline, and can be used for pumping water, turning a cream separator or other machine usually operated by hand. Its low price and cost of running should commend it to Western dealers as a profitable selling line. Write for particulars.

Attend the Summer Fairs.

July is the month of summer fairs. Every town, with any pretentions to being of some importance, will have its industrial exhibition. It is superfluous to say that these gatherings have been and will be powerful factors in developing the country. By all means attend one of the important fairs. You will be a wise man if you do not get enriched by many new ideas. Invention and enterprise work hand in hand at so rapid a rate these days, that what was new and up-to-date yesterday is obsolete and out of date tomorrow.

Manufacturers and wholesalers understand the value of these fairs: "Things seen are mightier than things heard." You can grasp more of the possibilities and capabilities of a machine by looking over and handling it a few moments than you could by hours of reading and studying illustrations, however well executed.

It always does a man good to get out and meet people. At the annual fair you are sure to run across old chums, old customers and business associates. You will get introductions to new men, perhaps the very man you have wanted to get in touch with for ever so long.

The Winnipeg Industrial is going to be "the best ever" so is the Brandon and so are all the rest. Be sure you take some of them in.

Navigation on the Red River.

Considerable interest has been aroused recently in Winnipeg by the arrival of the steamer Grand Forks from the city of that name in North Dakota. This is the first time in 28 years the journey has been made by steamer on the Red River, and was made by business men of Grand Forks, who were the passengers, with the object of establishing a line of river boats between Grand Forks and Winnipeg. Such a service could compete successfully for imperishable traffic where quick delivery was not required. It is well known that water transit, if slower, is considerably cheaper than rail transit, and if this line of river steamers is established, it is bound to result to the mutual benefit of both cities.

The visitors were accorded a hearty welcome in Winnipeg. They were entertained by the Mayor and city council, and conducted round the various points of interest in the neighborhood. The party also visited St. Andrews locks at present under construction.

Fire Loss Sustained by Great West Sadlery Co.

Early on the morning of June 17 the Great West Saddlery Co., of which Mr. E. F. Hutchings is the president, sustained a severe reverse. From some unknown cause fire started in the upper story thoroughly gutting the old building and greatly damaging the new annex. The loss is estimated at $400,000. Amount of insurance $165,000.

The Great West Saddlery Co. had its beginning with the beginning of the city. A small concern at the start, it has developed into one of the greatest businesses of its kind in America, selling goods all over the American continent and in Europe and Africa as well.

Part of the outfit of ex-President Roosevelt for his hunting trip was purchased from this well known concern.

The building will speedily be reconstructed.

WINNERS

The Raymond Lines

The agent who handles the Raymond Lines can meet all competition, he does not have to say "just as good," but has the best. The

National Cream Separator

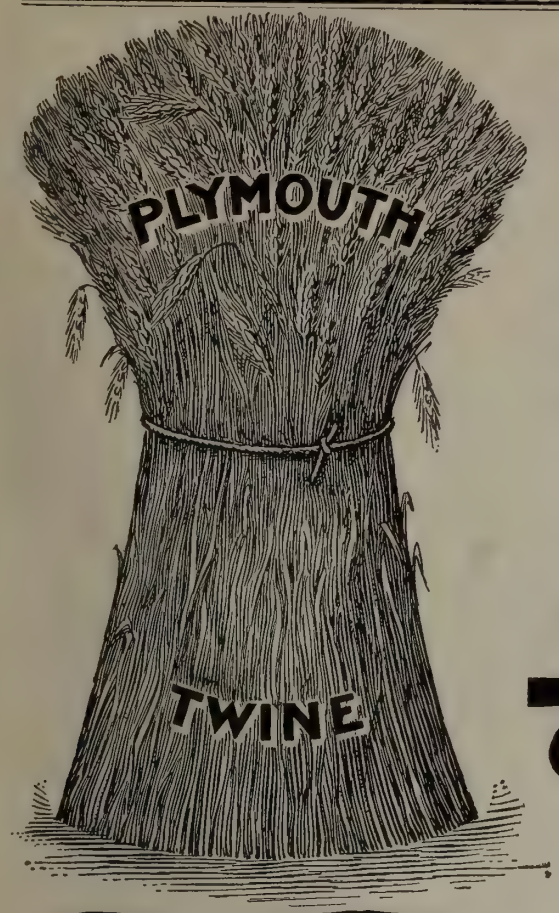
The

Raymond Sewing Machines

Write for catalogue and terms or call at office or at our exhibits in the Dairy and Manufucturers' Building, at the Fair

RAYMOND MFG. CO., OF GUELPH, LTD.

312 Donald St., Winnipeg



PLYMOUTH BINDER TWINE

IS A MONEY-MAKER

Because it is easy to sell (some of our customers say it sells itself); then it stays sold. The dealer runs no risk of having the twine returned with a complaint that causes him a lot of trouble and perhaps causes him the loss of a customer.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Massachusetts

THEN the dealer's profit isn't measured by what he makes on the twine alone for often a good and satisfactory twine makes a friend who will buy other goods with added profit to the dealer.

If you don't know the pleasure of handling a twine that is always satisfactory and always makes friends for your store, try PLYMOUTH.

Write now for the Agency next year.

To have the Agency for Plymouth Twine is a valuable asset for any Dealer.

BE SURE TO USE PLYMOUTH MANILA ROPE FOR YOUR HAY-CARRIER TRADE

CANADIAN DISTRIBUTING AGENTS:

W. G. McMahon
(Representing LINDSAY BROS.)
Winnipeg, Man.

Hobbs Hardware Co.
Toronto, Ont.

Terms and Prices in the Implement Trade.

BY J. R. VAUGHAN

(Address delivered at convention of Iowa Implement and Vehicle Dealers' Association.)

The subject assigned me, "Terms and Prices," forms the basis on which every successful business is built. These words are not synonymous terms, but each is dependent upon the other, and both must be carefully considered in order to prevent failure in any legitimate business.

I take it for granted that every delegate to this convention is in business for profit, else you would not be here. There is a class of dealers who, by their manner of doing business, must lead you to think that they were in business merely to antagonize their competitors—they seem to have little regard for the cost of their merchandise, and no system of arriving at a legitimate margin of profit. When asked the price of an article, they invariably inquire of their customer what price he has been quoted: this information obtained, they proceed to cut the price a little or extend the terms, or both, and the sale is made, and in great glee he brags of cutting his competitor out of a sale. But what about the profit on the sale? The underlying principle with such seems to be the survival of the fittest.

"Competition is the life of trade." While you are preparing to kill your competitor, don't forget to arrange for your own funeral. The same potion that kills him will have a similar effect on you.

There is another class of dealers who have a limited capital, and who think they can't afford to carry over any article of merchandise from one season to another, and hence along toward the close of the season you may expect some astonishingly low prices to close out stock. This method breeds dissatisfaction among early buyers, causes loss of confidence, tends to give away wholesale prices. and should be discouraged by this federation. Then, just the opposite extreme. Some dealers (I am glad such fools are scarce) are in the business to find an outlet for their money, and usually they find but little trouble in getting their money out. I know of two such cases in northeastern Iowa, where the dealers have said they did not care to make any profit on the goods sold—merely keep their money well employed at 8 per cent. interest. In one of the above cases I know of a large amount of money thus invested that will not need to be reinvested for many centuries to come, but then it will continue to draw 8 per cent., and that was the object sought. Money invested in government 2 per cent. bonds is safe, and will yield a larger net income than money invested in the implement and vehicle business which is not conservatively managed—where terms and prices are not taken into consideration, and as carefully guarded as a mother guards her infant child. It is the life of the business, and no business can possibly succeed unless this policy is persistently pursued.

Then again, we have the dealer who inherits his stock through a trade. He figures out that it cost him 50 cents on the dollar, or even 25 cents in some cases, and to show the world that he is a sharp trader, he advertises the stock at a small margin above the cost as he figures it, intending to convert it immediately into cash. But it don't go. An implement stock can't be sold in that way successfully; there are too many odds and ends. The best part may sell readily, but there will come a "bitter end." This class of bushwhacking business is not only unprofitable to the persons involved, but demoralizes the trade for the legitimate dealer, who seeks to give his customers a square deal. I know of no remedy for such cases. Just wait for the bitter end.

CONVENTIONS A SCHOOL OF EDUCATION.

This is a school of education; by an exchange of ideas and listening to the experience of others we can conduct our business in a safer, more satisfactory as well as more profitable manner. The dealer who is not satisfied with his line of business should get out of it. To get the best results, we must enjoy our business or profession and seek to ennoble it. We have a fine class of men engaged in the implement and vehicle business in Iowa, but the brightest, shrewdest and brainiest of men can always profit by an exchange of ideas, and possibly some of the best sugges-

The Acme Portable Grain Elevator

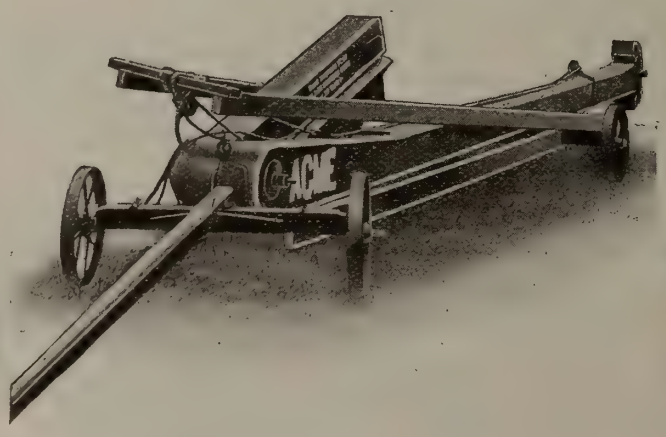
Is the strongest lightest and most complete and requires less power to operate than any other portable elevator ever built.

Every day it is operated it will save the expense of two teams and three men.

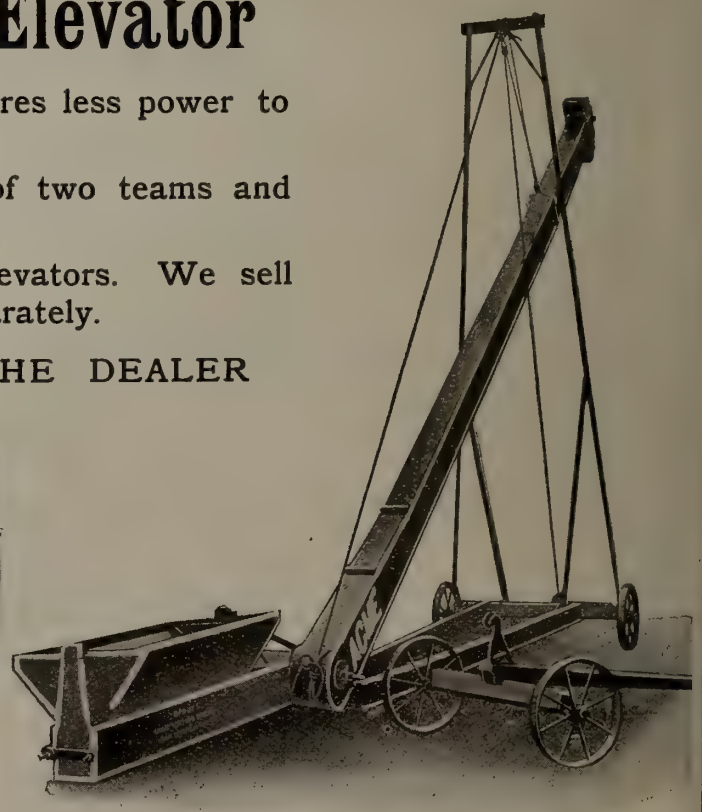
It is not a day too soon to get your orders in for elevators. We sell the elevator with power and dump complete—or each separately.

A MONEY MAKER FOR THE DEALER

Acme Wagon Dump



Acme folded Ready to move



Acme ready for action

Parsons Hawkeye Mfg. Co.

WINNIPEG

tions often come from some of the lesser lights in the business.

There is one thing to which we will all agree. Every dealer is justly entitled to a fair margin of profit on the goods he sells, which profit should be in cash or securities which mature in a reasonable time. The margin of profit should be a fixed amount and apply to all dealers in every town in Iowa. The terms may vary somewhat, according to the financial circumstances of the dealer. On this last point there may be a difference of opinion. I maintain, however, that the matter of terms when it applies to time to run with interest must be left with the individual dealer to decide according as he is long or short on cash, and this is of no special significance to us, as a class. The time an account or note should run without interest does pertain to all alike, and should be regulated to correspond with the time to use the article sold. For instance if a man buys a bob-sled or cutter on the Fourth of July, he would naturally not expect to pay any interest before Christmas. It does not follow, however, that if he buys it on Christmas that he could have until the fourth of July without interest. The interest date should not be later than the date of the season for using the article purchased. A dealer sells a mower July 1st, and the farmer begins to use it next day, and should pay interest from date of sale, and not from November 1st following. Merely because the manufacturer is foolish enough to grant such long terms on mowers, it is none of the farmer's business what terms the dealer buys his goods on. The season for using the tool purchased should determine the time of payment or the period from which note dates.

There is an old saying. "They that dance must pay the fiddler." Just as soon as our customers realize that long terms are synonymous with long prices, and vice versa, that short terms produce shorter prices, they will choose the latter every time, for self-protection is nature's first law.

FIGURE IN ALL INCIDENTAL EXPENSES.

Every dealer in determining the selling price of his merchandise must add to the cost price at factory, freight, drayage, cost of doing business, including help, rent, insurance, interest on investment, interest on datings, expense of collections and all other incidental expenses connected therewith, together with salary for manager and a certain percentage to cover loss in business. It matters not how well posted you are in credits or how careful in making time sales, if you deal in credits at all there will be some losses. Hence, the element of risk must be considered in determining the selling price. Now, as to the percentage that should apply to cover these several items, there may be quite a difference of opinion, but I can assure you that if you have not made an itemized schedule you will be surprised at the amount.

Do you know that it has been said that a careful estimate shows that 96 per cent. of the dealers in the implement and vehicle business fail to make a competency, and over 90 per cent. fail to make more than a living, and more than seventy-seven per cent. fail to make expenses? There is possibly no business where more frequent changes are made, and why? Failure to make good; and why failure? System of doing business. Well, why not change the system, or lack of system? Have we not seen skeletons enough by the wayside? Pardon a personal allusion. In the twenty-four years of my experience in this business at Waterloo there have been thirty-one changes in the firms selling implements and vehicles, and not a rich one in the bunch, and in many cases heavy losers. I started in to buy them out as they fell by the wayside. I bought up six in five years, and then made up my mind that I would not be a dump-yard any longer, notwithstanding that I acquired the name of an absorber. Now, my personal observation has been that when any concern attempts to get all the business, and that by cutting prices or extending terms, that it is only a question of time when something will happen. It won't be to declare a dividend, either.

It is not the amount of business done that insures a profit but the manner in which it is done. Watch the small items of expense; the big ones will take care of themselves; and see to it that you are making a fair margin of actual profit, which will be available for use some time during the present generation, rather than form a supposed asset to be mentioned only in your last will and testament.

EFFECT OF TERMS ON TRADE.

To return again to the question of terms. How will the new

(*Continued on page 38*).

Look Out For

MARSHALL SONS & CO., LTD.

Engineers, Gainsborough, England

At the Winnipeg Exhibition **Motor Contest** July 10—17; with their **Best British Built Plowing Tractors, Steam** and **Gasoline** specially designed for **Canada** and other parts of **Greater Britain**

WORKS COVER over 33 ACRES and employ over 4,500 WORKMEN

Over 133,000 Engines Boilers and Threshing Machines made and supplied

Reliability and **Efficiency** absolutely guaranteed by a firm **established** in **1848**. Write:—**Enquiries solicited—Send for catalogue**

MARSHALL SONS & CO., LTD., P. O. Box 1377, Winnipeg

The Evolution of The Vehicle.

When one consults an authority in an effort to learn something of the history of vehicles used by man, he is led far into the past.

"Probably," states one authority —and one regarded as authentic— 'the first instrument used for drawing burdens was the sledge."

This, of course, has no reference to burdens on the back of beasts— a method that was employed, perhaps, by Adam and his immediate descendants. One finds sledges pictured upon the monuments of ancient Egypt. A little later when the Egyptians began employing huge blocks of stone in their monuments and pyramid-building operations, rollers of wood were used.

The next natural step was the substitution of wheels, cut in solid pieces from large logs, for rollers. And in a little while, no doubt, came the substitution of wheels with spokes for the clumsy, solid wheels.

Use of vehicles drawn by animals was introduced, it is thought, soon after the domestication of the horse and ox. From that period improvements were made from time to time. During the middle ages vehicles were slung on wooden strips to lessen the jar. Steel springs were not introduced until about 1700, and the elliptical spring was invented in 1804. While hackney coaches, so called, first plied for hire in London as early as 1605, their use did not become general for a long time. And long after they made their appearance upon the streets of cities, the older and generally employed horse litter continued to convey passengers from point to point in the country and from city to city.

For centuries the horse litter had been used as a hired carriage by those unable to maintain separate conveyances for themselves. As late as 1680 it was to be seen upon the streets of English cities and upon English highways. One of the last references to the horse litter was made in 1680, when an accident to General Shippon was recounted; "He came in a horse litter wounded to London; when he paused by the brewhouse, in St. John street, a mastiff attacked the horses, and he was tossed like a dog in a blanket."

Many a fair maiden and bustling matron of those long-gone days made journeys of considerable length in the horse litter, either their own or hired for the trip. It was not a very comfortable sort of conveyance, one surmises, but it was better—at least, more dignified—than walking, and was in great favor with women who, for any reason, did not care to ride horseback and with gouty old gentlemen, who found themselves less tortured by it than by the rougher exercise of the horse and the saddle.

It is generally understood that the sedan chair was born in Sedan, France; hence its name. Just when this introduction of a new method of conveyance was made is not stated, but the sedan chair was popular throughout Europe for many generations; it was especially the polite mode of conveyance in England long after the hackney coach had made its appearance. Great numbers of these chairs were always available for immediate use, and numerous old engravings and pictures show every phase of the service. They were very popular with ladies—in fact, were considered almost indispensable in fashionable circles—and they were used extensively by men as well.

One of Hogarth's famous prints in The Rake's Progress shows the young dandy just alighting from a sedan chair and being arrested for debt. Nothing, perhaps, fitted better into the romantic demands of the novelist engaged in depicting the social life of past generations than did the sedan chair. There was a romance in itself about this highly upholstered and man-borne conveyance of the ladies and dandies of ages agone. One can imagine the fine women of the period, in their silks and brocades, being conveyed to fashionable events by liveried chair-bearers—who became coachmen and footmen in later years, when wheeled vehicles supplanted the chair.

In 1634 Sir Francis Duncomb obtained letters patent allowing him to let "covered chairs"—sedan chairs—for hire for tourteen years. It is not known whether he made a success of this early attempt at monopoly, for, even at that time, hackney coaches had become numerous. At first these had not been allowed to stand in the streets, but had to remain in the owners' yard until called for. Their owners and drivers must have manifested some latter-day propensity for getting around such regulations, however.

By 1635 these coaches had increased to such numbers that King Charles I. issued a proclamation stating that the "general and promiscuous use of hackney coaches in great numbers caused disturbance to the king and queen personally, to the nobility and others of place and degree; they pester the streets, break up the pavement and cause increase in the price of forage."

In the annals of old London one finds that carriages were first "driven at a rapid pace" in 1654, and also, that in 1662 hackney coaches were forbidden to ply for hire on Sundays. Statistics show that there were 2,490 hackney coaches in London in 1662, but the number of horse litters and sedan chairs is not stated. About that time the horse litter was approaching the end of its career, and the sedan chair was coming into favor.

With the increasing popularity of the wheeled vehicle the carriage makers' art advanced. The eighteenth century post chaise was often very elegant in its appointments, and, perhaps as a rule, not so slender in its important parts as indicated by many drawings that picture it. Very elegant, too, were many of the substantially-built road coaches constructed for the country gentlemen of America. While the saddle horse was the favorite mode of conveyance of the men they used the coaches frequently for long journeys, and there were often special coaches for the women of the family.

Indeed, the historical romances that began cropping out in such numbers some years ago would have missed some of their most picturesque features had it not been for the family coach, with the grinning negro driver on the seat, and the fair passengers, decked in furbelows and laces, on their way from plantation to plantation to attend some fashionable function of the day.

Subscribe for the Trade Paper.

Stand by and support the Trade Journal that supports you. A good trade paper corrects many of the evils that beset and will be likely to beset your business.

The trade paper can do much for the trade in assisting the dealers to get together with the manufacturers and jobbers so that there will be a better understanding all around.

This will tend towards uniformity in prices and conditions and by rooting out suspicious feeling among dealers will result in better profits by eliminating needless expense. It will also benefit the customers without increasing the cost of their purchases.

The fact that through the trade paper you derive benefit from the experience of others, often leading you to adopt new ideas and sometimes discard old ones; should be of more value than the cost of many subscribptions.

None of us know it all, if we carry any big head ideas of that kind we are going to hear something drop pretty sudden. It is through the trade paper that all can get together and compare experiences. Think of it! How little suggestion we have to receive to get dollars' worth.

The trade paper will give us more confidence in each other (whether through Association work or otherwise); we will be inclined to form juster opinions of competitors' merits and not be so ready to believe the travelling customers' stories of cut prices and better terms.

Canadian Farm Implements is the official organ of the Interprovincial Retail Implement Dealers' Association and is the only trade paper to the implement dealer published in Western Canada and is thus entitled to the support of every man in the retail trade.

If you haven't sent in your subscription do it now, it costs but 50 cents a year. It has prestige among the jobbers and manufacturers of farm implements, equalled by no other publication circulating in this territory.

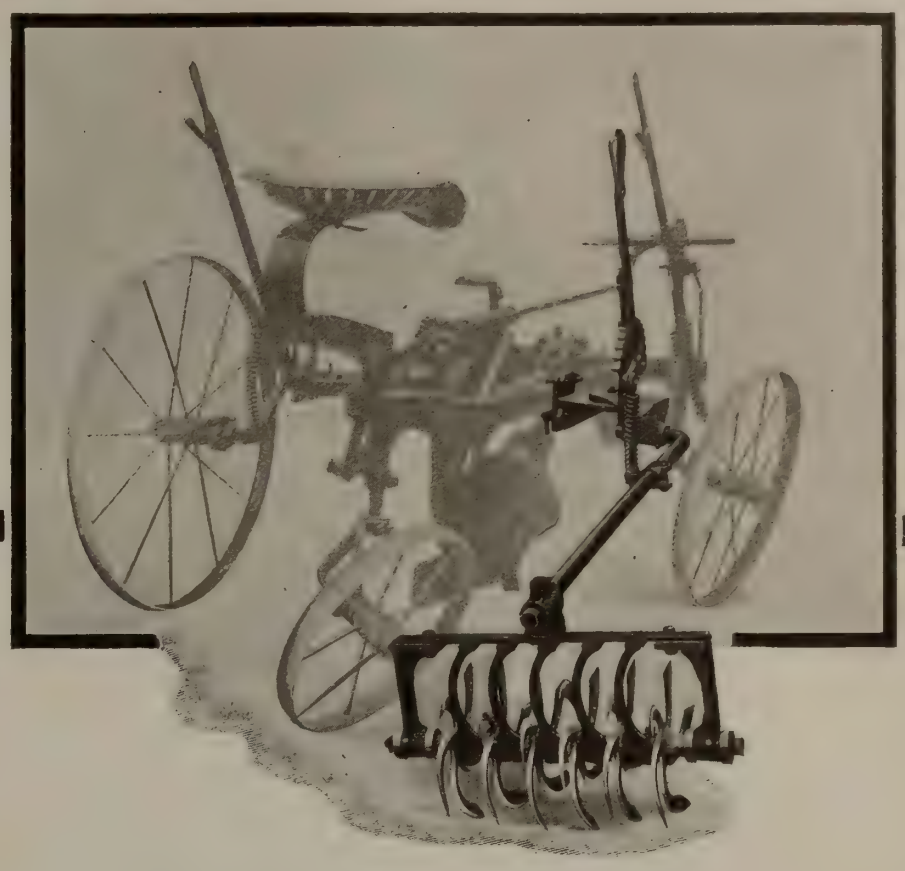
Steady Increase of Population.

It is estimated at the census bureau that the population of the prairie provinces, which was only eight hundred thousand in 1906, has increased to one million, one hundred thousand within the past three years. The estimate is as follows:

Province	June '06 Census	May '09 Estimated
Manitoba	365,688	484,519
Saskatchewan .	257,763	349,465
Alberta	185,412	273,412
Total	808,863	1,107,625

Of the increase at least 150,000 is estimated to have come from the United States, as only 147,700 of the overseas immigrants have gone west, 233,000 of them having settled in the older provinces.

A SUCCES AND A MIGHTY BIG ONE



THE RACINE ROTARY HARROW Attachment for Plows

Making good all along the line—with jobber, dealer and farmer—and that tells the whole story of the Racine Rotary Harrow. A clean, unbroken record in salesroom and field—a success and a mighty big one—**a money-maker right from the scratch—and a labor-saver without an equal.**

Our business has grown by leaps and bounds from the day the first machines were put on the market—and the splendid performance of the Racine Rotary has more than justified every claim we've ever made for its unqualified superiority.

We've proved over and over again that it's the most efficient and durable attachment ever built for harrowing and smoothing the soil while the land is being plowed. We promised the trade that this simple, sturdily-built labor-saver would sell on sight—and reports from every section of the country prove conclusively that our claims have been substantiated to the limit. **THE RACINE ROTARY HAS MADE GOOD.**

One word more. Look at the list of general agents below. We are represented by the very best and most conservative jobbers in the different territories. Do you think they would handle our attachment if it were not a winner — a quick mover—an implement of absolute reliability and unquestioned supremacy?

General Agents in the U.S.

Pioneer Impt. Co., Council Bluffs, Ia.
E. G. Isch & Co., Peoria, Ill.
Kardell Bros., St. Louis, Mo.
Lutter & Jacobi, Milwaukee, Wis.
Lindsay Bros., Minneapolis, Minn.
Harbison Mfg. Co., Kansas City, Mo.
Polson Imp. Co., Spokane, Seattle, Portland
Arnott & Co., Los Angeles, Cal.
Utah Impt. & Veh. Co., Salt Lake City, Utah.

The Cutting Blades

of the Racine Rotary cast in one piece, unlike riveted blades they cannot work loose and they have no points or projections to catch dirt. They rise perpendicularly as they leave the ground, consequently it is next to impossible for corn-stalks and the like to be carried around as the blades rotate to clog at the top. With ordinary blades it is necessary to dismount from the plow and disentangle the blades before continuing plowing.

For Gang Plows

RACINE ECONOMY SPRING CO., Racine, Wis.

Canadian Agents:

HARMER IMPLEMENT CO.

Winnipeg, Canada

Distribution from WINNIPEG CALGARY and REGINA

Representative of Famous English Company in Winnipeg.

Mr. H. E. Lambe is a visitor at Winnipeg, representing the world-renowned firm of Marshall, Sons & Co., Engineers of Gainsboro, England. He is accompanied by Mr. J. B. Prosser, superintendent motor engineer, and a competent staff of engineers and constructors. Mr. Lambe and party are staying at the Royal Alexandra. The Marshall Company are exhibiting at the Winnipeg Fair, and it is understood that a branch of their business will be established in Winnipeg.

Regarding Binder Twine.

It is high time that dealers were figuring out their orders for this important line of trade. The crop prospects point to a larger demand for twine than has existed for years past.

The outlook coupled with the conditions in the fiber market, has given the twine market a position of unusual strength and there seems to be little if any disposition to shade prices on identified twine.

Wholesale prices,

Sisal 7½
Standard 7½
Standard manila (500) 8
Manila (600) 8¾
Pure manila 10

Carloads, ¼ cent less; five-ton lots, ⅛ cent less; fall terms; central delivery. For delivery at northwestern distributing points, ¼ cent is added.

These are the prices F. O. B. Chicago. In order to reach Western Canada prices, dealers must add 75 cents per cwt. F. O. B. Winnipeg.

A Donkey Train, Modern Transit in Rhodesia, South Africa.

What Next?

Times do change. First it was the common farm wagon that might be sold and an occasional plow at our little country towns. Gradually machinery came in and vast warehouses were filled with agricultural machinery, to be again emptied in short order. And then began the sale of buggies, and everybody on the farm, including the hired man, had his own buggy. And now, in the country towns and in the country, the automobile is becoming quite common and popular. And by and by the leading firms of our Western cities will be receiving a whole carload of airships, which will be disposed of to the people of the bustling towns and the wealthy farmers in the country.

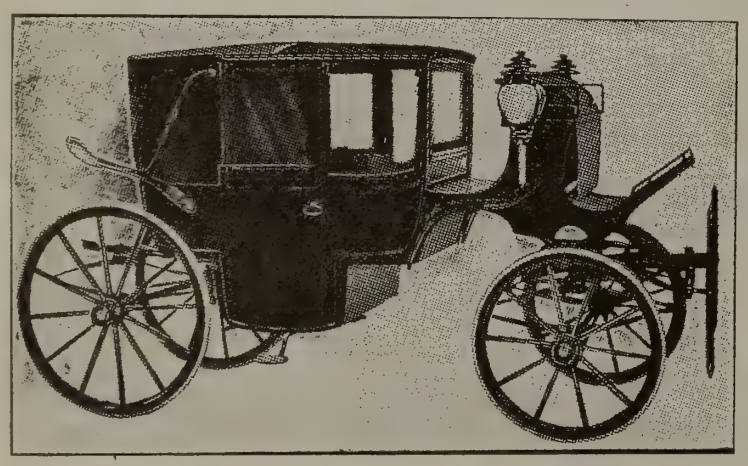
Who knows? Lord Lytton in "The Coming Race," pictures people with wings. Edward Bellamy drew us a picture of farming by electricity. These may be but dreams. But the realities coming on us sometimes make us pinch ourselves to see if we are not dreaming. Wireless telephony will soon be an accomplished fact. Edison and other inventors are perfecting machines that will relegate the Linotype and typewriter to the scrap heap.

Truly, it takes us all our time to keep pace with what is really happening. It takes work to keep one's education up to the standard of present day requirements.

There is an increasing demand for Greer Vehicles.

A satisfied user is a strong lever to new sales. **GREER VEHICLES** have stood the test for thirty-eight years. You want a line that will make you money, and please your customers—A line to build up your business.

You must get the Greer Agency.



The excellent quality and superb finish of

GREER'S LANDAUS, CARRIAGES, BUGGIES, UNDERTAKERS' WAGONS

and other vehicles are the outcome of the selected materials used in their construction, the expert workmanship and perfect design. These are the points that sell the Greer goods.

Write to day for our proposition, if you want the vehicle business in your district.

A number of rebuilt hearses always on hand.

A. B. GREER, Manufacturer, LONDON, ONT.

When attending the Fair call on our Western Representatives

The JOHN STEVENS CO., Ltd. **WINNIPEG.**

Remember

The Interprovincial Retail Implement Dealers' Association.

Will hold a Special Meeting and Luncheon at the Royal Alexandra Hotel at 10 a.m. on Wednesday, July 14th.

Every Retail Implement Dealer in Western Canada is invited and should attend.

If you will be present notify the Secretary at 901 Union Bank Building, Winnipeg, in order that arrangements may be made with the Caterer.

F. D. BLAKELY, Sec.-Treas.

JNO. CRAWFORD, President

Our Styles and Designs in

Harness, Carriages and Sleighs

Are the Most Up-to-date of Any in Canada

Sleighs

SPEEDERS

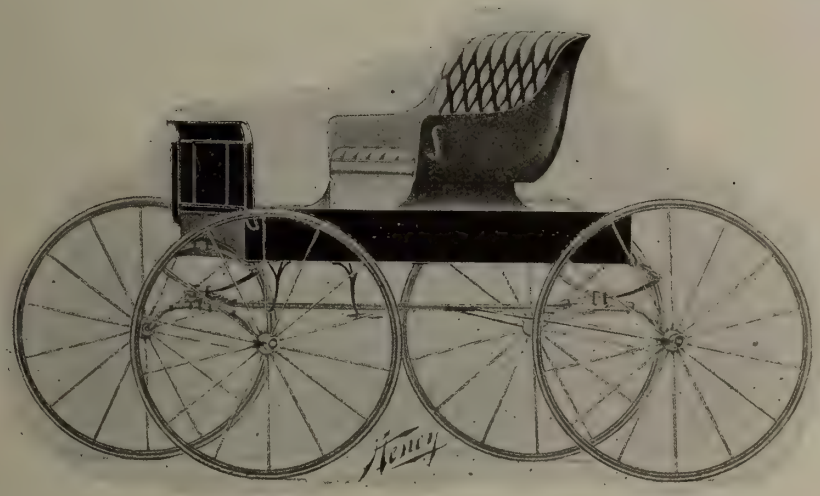
SEMI-SPEEDERS

COMFORT SLEIGHS

SURREYS

CARRIOLES

PIANO BOX SLEIGHS, ETC.



Carriages

SURREYS, TRAPS

MIKADOS

TOP BUGGIES

BIKES

ROAD WAGONS

PHAETONS

DEMOCRATS

CARTS

EXPRESS WAGONS, ETC.

Harness

HARNESS OF EVERY DESCRIPTION

HARNESS PARTS

COLLARS

HORSE-BLANKETS, ROBES

BELLS, WHIPS

RUGS, DUSTERS, ETC.

Visit our Showrooms at **132 PRINCESS STREET** while at the Fair.

E. N. HENEY CO., LTD.

MONTREAL, QUE. WINNIPEG, CAN.

Reducing Expenses and Maintaining Prices.

We need not waste any time pointing out the advantage of keeping down expenses in the implement business. Any man, who has sufficient intelligence to enable him to turn the handle of a horse clipping machine, will recognize this at once. While every implement dealer in the West will agree with our statement, there are many who lose hundreds of dollars every year that might be saved, and one way this might be done is by co-operating with the other merchants of their locality in the same line. Unfortunately, the popular prejudice runs in favor of the opposite course, and implement dealers, in common with the rest of humanity, are inclined to regard their competitors as natural enemies, whom it is their sacred duty to destroy. Philosophers, who have studied the question, tell us there is enough and to spare in this world for everybody, including even rival implement dealers, and we are disposed to believe them.

For years, we might say ages, people have quoted the old saw that "Two of a trade cannot agree." Never was there a greater fallacy. Any newspaper man that has been at logger heads with the typos; any contractor or mine owner who has wrestled with a union knows better than that. On the other hand, the great trusts and Corporations are standing examples of agreement because of identity of interest. The fact is that nowadays we sometimes find that two of a trade agree too well.

Association that has for its object a hold-up policy is against all sound ethical ideals, Association that has for its object mutual help and understanding is most worthy, most beneficial, to the associates and can hurt no one.

Just consider for a moment the case of two dealers in a small town, who are both ready to buy goods for about the same date of delivery and from the same centre. Not being on good terms, each orders his goods separately to be shipped on local freight, as neither can make up a car order. Now, if they had been agreeable and co-operated to make up a full car, shipped to one consignee, the difference in the local and carload freights would have been saved. This would mean a saving of from ten to twenty-five dollors each, at a time when ready money might be hard to raise—the railway companies generally insist on cash on delivery. In addition to this each would be mutally obliged to the other, and every such transaction would help to strengthen the friendly relations between them. If they carried out the co-operating principle further, instead of operating against each other, it would probably work out in the shape of several hundred additional dollars to the credit of the bank account of both at the end of a year's work.

We presume that implement dealers go into business with the object of making money. A number of these develop a particular dislike to their competitors, and act accordingly. Prices are cut and terms are extended to meet the competition. The money making idea is set aside for a time and a process of mutual extermination sets in. Even if neither succeeds in putting his rival out of business, the profits in both cases only yield a bare living—a mere fraction of the fair and natural profit of the amount of business done in the district. Many merchants while not adopting such extreme measures, regard competitors with a jealous eye. There are no confidences exchanged on business matters, and thus a large amount of money is lost in separate enterprize.

Let a dealer analyse his feelings of antipathy towards his competitor. He will usually find there are no grounds whatever for such feelings. The fact that the other fellow is his competitor for the same class of trade is really the only reason for his adverse regard, and, after all, every man has an equal right to enter any business. We admit it is rather hard to carry out the principle of a friendly spirit towards a new competitor; but we are in business to make money, and in that case, is it not better to come to an amicable understanding with the new man, than to herald his advent by lowering our prices and losing money? Which is the lesser of the two evils? Men are willing to undergo great inconveniences and hardships in order to gain wealth, compared with which the sinking of a jealous feeling towards a competitor is but a trifling matter. It will be found that, if you work in harmony with your competitor, there is always enough business in the district to furnish a comfortable living for both.

We have mentioned how a savmight be effected in the matter of freight by combining to secure lower rates. This is only one of the instances where running expenses can be reduced by the working together of two dealers. Many such will present themselves in everyday business. Has it ever occurred to a dealer what an advantage it would be to both, if he and his competitor were on such good terms that it would be impossible for a customer to buy an article at a reduced figure by stating he had been quoted such a price by the competing house? It is a common practice with some farmers to play one dealer against another in order to buy cheaper, without much regard to veracity. This abuse could be remedied, if the dealers were friendly enough to verify every such story by telephone or messenger at the time. The merchant could stick to his price and the "other-man-quoted-me" humbug would soon pass.

There is the farmer who exhausts his credit with one dealer and then transfers his custom to the competing dealer. This practice could be stopped by compelling him to settle with the other house before supplying him with any goods. It would probably save a lot of money to both dealers. Of course, the particular circumstances in a case of the sort will play an important part, but much could be done in this direction. All these things will help to swell the profits and more than repay the initial effort it costs to overcome the natural prejudice against a fellow dealer. Eliminate the influence of the green-eyed monster in your dealings with him, treat him properly and you will probably find him a very decent fellow indeed. Don't forget that he has as much right to be an implement dealer in your district as you have.

The elimination of trading in old machinery, price cutting and kindred evils, the reduction of expenses, through the promotion of a friendlier feeling between the members of the implement trade in Western Canada, are some of the direct results aimed at by the Interprovincial Retail Implement Dealers' Association. The work of organization is going on strongly at present, and we hope the influence of the body in these directions will soon be felt in the prairie provinces. The advantage of acting in unison for the common good is obvious, and the strongest reason why every dealer from the eastern boundary of Manitoba to the western boundary of Alberta should become a member of the association at once.

The present membership has an enrollment nearing the 150 mark. It is hoped by the end of the year that the membership will exceed 400. Have you joined yet?

"Better Farming."

Under the above title the John Deere Plow Co., have issued a full descriptive list of the various lines handled by them. The book contains 80 pages, well illustrated with cuts and half tone blocks. It contains a number of very well written articles on dairying and the treatment of crops. The uses and advantages of the implements are also attractively described. This is rather a novel idea in implement and vehicle advertising, and should prove a good seller of these lines when placed in the farmer's hands. Supplies may be obtained on application to the firm here, or they will mail direct to farmers as dealers may desire.

The Story of Western Canada.

A booklet recently published by D. M. McLean & Co., of Chicago, and entitled "The Story of Western Canada," is of unusual excellence and interest as publicity literature. We quote a few lines of extracts:

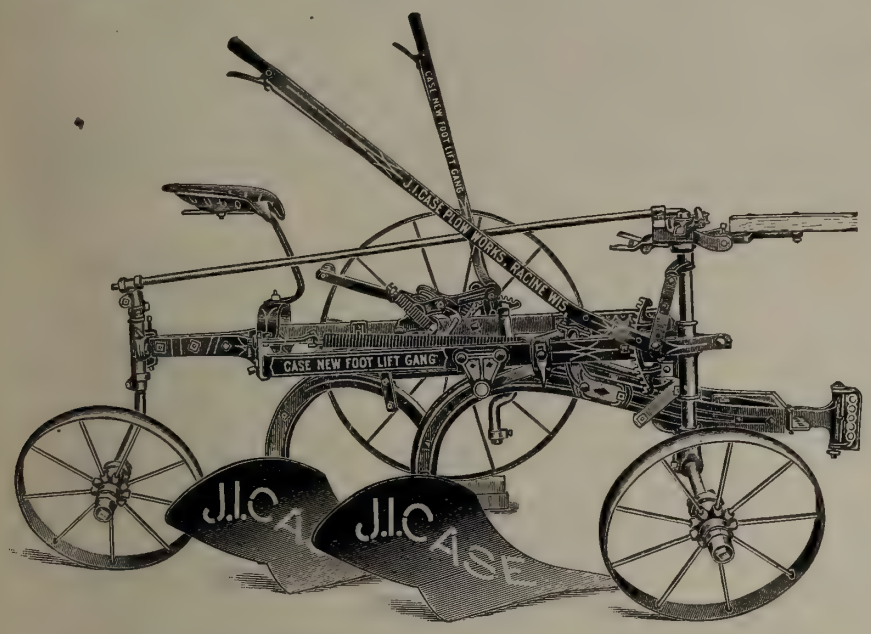
"Two hundred million dollars as value of crop in Western Canada, in 1908; how is that for an infant industry?"

"The Indians (real Americans) know this (Manitoba) as the garden of Eden, or place of abode of the Great Spirit."

"Winnipeg is the most talked of, most energetic and up-to-date city in America." "Winnipeg is the natural centre of a vast new empire containing over 300,000,000 acres of rich soil capable of producing the bread for the whole continent of America."

"A sister nation, young and thrifty, has arisen on our northern boundary, and, like a vigorous young giantess, has set about to make a glorious future for herself, developing manufactures, constructing thousands of miles of railway whereby to consolidate her vast empire and make accessible her boundless resources of agricultural lands, timber, etc."

J.I. Case New Self-Leveling High Foot-Lift Sulky and Gang Plows



Share Breakage reduced by Spring Pressure Lock, which absorbs the jar caused by striking stones.

Uniform Depth of Furrows in rough or uneven ground is another result of the Spring Pressure Lock.

Tread of Front Furrow Wheel regulated by hand lever—no wrench necessary.

Landside Friction quickly and easily removed by greatly improved adjustment of Rear Furrow Wheel.

Greatly Improved Yielding Connection between Furrow Wheels permits short turns, either to the right or left, without binding or scraping of wheels.

If there is no J. I. Case Agency in your territory, it's not too late to arrange it for this Fall's trade. Write us at any of these points:

Branch and Distributing Houses—
Kansas City, Mo.; Denver Colo.; Cedar Rapids, Iowa.; Dayton, Ohio; Oklahoma City, Okla; Omaha, Neb; Peoria, Ill.; Philadelphia, Pa.; Dallas, Texas; Des Moines, Ia.; Indianapolis, Ind.; Baltimore, Md.

Great Northern Implement Co., Minneapolis and Sioux Falls. F. B. Connelly, Billings, Mont. Kardell Bros., St. Louis, Mo. Mitchell, Lewis and Staver, Co Portland, Spokane and Boise.

THE HARMER IMPLEMENT CO., WINNIPEG, MAN.

J. I. CASE PLOW WORKS, Racine, Wis.

BINDER TWINE FOR 1909

The Famous (Circle G.)

Pure Manila	650 ft.
Manila	600 ft.
Standard Manila	550 ft.
Standard	500 ft.

Brands.

Manufactured by

The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply

M. O. HEDLEY & CO.

Western Representatives

BRANDON, Man.

The Cuban Craze.

It has come under our observation that a not inconsiderable number of Western farmers have of late years parted with their property in this country and emigrated to Cuba with the intention of devoting their capital and energies to the exploitation of tropical produce.

We often hear of those who are filled with this Cuban craze and are anxious to pull up stakes and start for what they regard as the Promised Land.

Now Cuba is blest with a soil of exceptional fertility and it has a climate not so noticeably hot as many people have been led to imagine. These facts are held out to the prospective emigrant as great advantages, and they are. To them may be added that the necessaries of life as the Cuban understands them are cheap. It does not cost much to feed, clothe and house a family in Cuba in Cuban style. The average farmer of the West would, however, hardly care to live in the ordinary native manner.

Let us now take a glance at the productions and industries of the island. The most important of these are those concerned with the growing, manufacturing and exporting of sugar and tobacco. Other articles of export are fruit, bananas, oranges, limes and kindred varieties. Coffee of good quality can be grown at the eastern portion of the island.

Sugar is the staple product. The consular reports of the American Government concerning the condition of the sugar industry are far from encouraging. The report of Jan. 13, 1909 has this significant statement: "The price of Cuban sugar will soon be lower than the average cost of production on the island."

Land that is under sugar cultivation is held high. Wild lands can be bought at a reasonable figure but the clearing of tropical forest is both difficult and expensive. The timber is however of value.

Hay Making in South Africa.

Turning to the other important product of Cuba, tobacco. All the land that is capable of producing the world famous leaf is under cultivation, and is probably the most highly priced real estate for agricultural purposes in existence. As a matter of fact, the tobacco lands are not for sale. They are rented at from $8 to $50 an acre. The cost of handling a crop of leaf is about $230 per acre and it requires expert knowledge. There is, however, profit in tobacco growing for those who have sufficient capital and the necessary experience. It seems to us though that a man to attempt to butt into the tobacco industry without this practical experience would be courting disaster.

As regards fruit growing for exportation. In its statistics of the island the American encyclopedia states that: "The supply of tropical fruits would be unlimited if there was any demand for them." A significant statement. Turning to the consular reports we can easily determine why the export of Cuban fruit is inconsiderable. It is not lack of demand, there is demand for the fruit right here in Manitoba, but there is nothing in the fruit growing business for the grower. Quoting again from the U.S. consular reports. March 15, 1909, in speaking of oranges states: "The average New York prices per crate of 80 lbs. is from $1.50 to $2.00 per crate laid down, the latter for specially selected fruit. The approximate cost of this crate within low freight distance of Havana is $1.73." If grown at a considerable distance from Havana the freight rate is higher, meaning additional cost. These figures show that growing oranges for export is not a money-making proposition. The report further states that "Americans and Canadians are the only nationalities who have as yet tried the orange growing industry." It is not a matter of surprise to find that the orange industry is described further on as "languishing."

Solving the Transportation of Tobacco in South Africa.

As regards coffee culture. Consular report, May 12, 1908, states: "It can be seen from these figures that the coffee cultivation of Cuba is practically in a state of desuetude and that apparently there is but little if any intention of reviving it by the owners of estates. The reason for this is essentially the low price of coffee in the markets of the world.".

An industry that looks more promising than the cultivation of the soil is cattle raising. Beef is sold at a remunerative price and the cost of its production is low. There is, however, a serious drawback in the cattle business. The most insignificant wound from thorn or barb or other cause is very liable to have a fatal termination in a few hours. Unless the injury is immediately detected and cauterised the sore is alive with magots and in a few hours sepsis and mortification end the animal's life. Losses from this cause are always considerable even in the most carefully managed herds.

From the consular report of January 19, 1909, we quote the following: "As final words.... it must be said that Cuba and its islands constitute a foreign territory with laws, manners, customs and conditions differing from those of the United States: its labor is not cheap nor is it likely to be, and the Cuban is, in things to which he is not accustomed by long training not so efficient a labor laborer as will be found in the United States or in many other countries." These remarks have as much meaning when applied to Canada as to the U.S. The consular reports are on file in this office and may be seen on application.

Irrigation in the United States.

The Seventeenth National Irrigation Congress will meet in Spokane, Wash., on August 9th to 14th next. This body has been doing very important work in the States and its achievements are certainly very creditable.

The National Reclamation Act was passed in 1902. At that time there were over forty million acres of arid land susceptible to reclamation by irrigation. By 1911, the Reclamation Service will have nearly 2,000.000 acres at a cost $70,000,000. The cost of the work is returned to the government from the sale of the lands, the proceeds to be again used in furthering irrigation development. Irrigation is making a garden spot

of the "Great American Desert" and the work of the irrigation congress is yet in its infancy.

This will give some idea of the importance of the work that is to come before congress, which will also consider and take action on drainage, forestry, deep waterways, good roads and home building.

The Mightest Factor.

Advertising is today the mightiest factor in the business world. It is an evolution of modern industrial competition. It is a business-builder, with a potency that goes beyond human desire. It is something more than a "drummer" knocking at the door of the consumer—something more than mere salesmanship-on-paper. It is a positive, creative force in business. It builds factories, skyscrapers and railroads. It makes two blades of grass grow in the business world where only one grew before. It multiplies human wants and intensifies human desires. It furnishes excuse to timorous and hesitating ones for possessing the things, which, under former conditions they could easily get along without. The human mind is so constructed that it is appreciably affectetd by repetition—and, after all, advertising is only repetition. —Ex.

New Hose Wagons for Winnipeg.

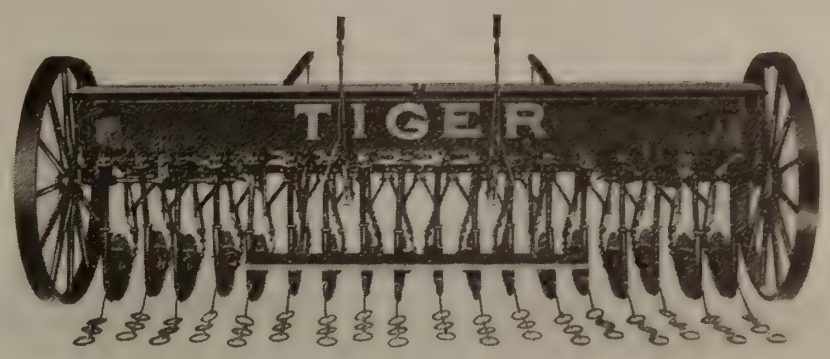
The Boyce Carriage Co., had two hose wagons on show at their repository here about the beginning of June. These wagons were built for the city of Winnipeg fire department, for use in connection with the high pressure plant, and are fine examples of local manufacture. This firm has been building hose wagons for several years, and its wagons are used by the fire departments in a number of the larger cities throughout the West. There are also a number already in use in Winnipeg.

Hit Him Hard.

"Young man," said the successful Old Guy, "I started as a clerk on $3 a week, and today I own the business."

"I know," answered the Young Chap, "but they have cash registers in all the stores now."—Cleveland Leader.

We GUARANTEE the FARMERS



That TIGER DRILLS are BETTER

Not just as good as any other but BETTER

than any other, in the character of work, preparation of seed bed, uniformity of depth and distribution of seed, lightness of draft and durability of machine.

WE CAN SHOW THE DEALER

in five minutes these points of absolute, guaranteed superiority. He can point them out to the farmer as quickly, and guarantee every claim for us. We will back him up with the "money back" to every farmer in whose hands the **Tiger** fails to make good.

We make a drill and seeder for every purpose. Nearly 200 styles and sizes. Write us for terms for sole agency in your locality.

J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD, Distributing Agents,

WINNIPEG, MANITOBA

Are you going to the Big Fairs?

If so, see our Exhibits of

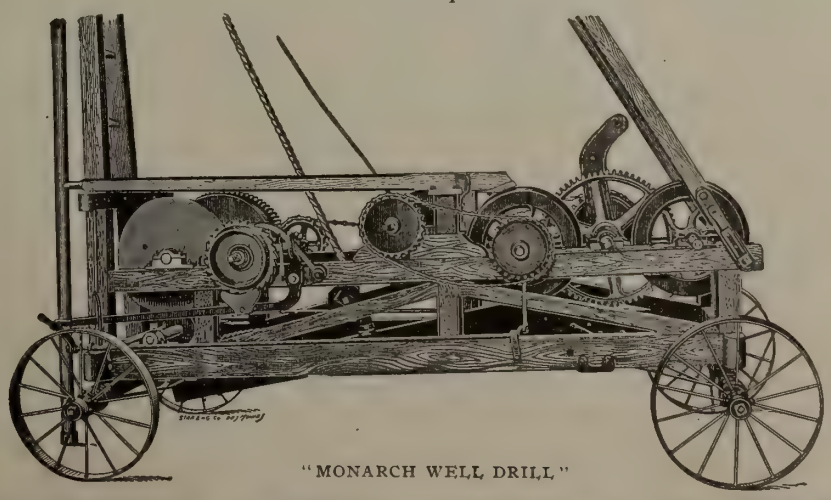
CANADIAN AIRMOTORS, STICKNEY GASOLINE ENGINES, Stationary and Portable, Gravity or Pump Feed—all sizes; also "FLOUR CITY" TRACTION GASOLINE ENGINES.

The most complete and best Gasoline Engine Line in Canada for the Dealer—*they will solve the power question for your customer.*

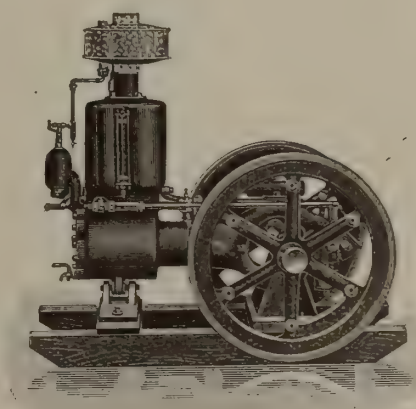
See our line of Armstrong Quam Mfg. Co. (Successors to Kelly & Taneyhill Co.)

WELL DRILLING MACHINERY, Rock or Hydraulic ELLIPTIC or CAM DROP —will drill wells any size or depth. We carry the largest stock of any house in the West: also a full line of Well Drillers' Supplies: also Tanks, Grinders, Saws, Eagle Steel Swings, ***AYLMER WAGON AND STOCK SCALES***—the best Scale ever devised for the Farmer and the best seller for the Dealer. Iron Pumps, Wood Pumps, ***Aylmer "Anderson"*** double acting and ***Toronto "Gusher"*** double acting force pumps are the best and most profitable line for you to handle. Get our catalogues and prices.

Look us up at Winnipeg, Brandon, Regina and Calgary Fairs. Make our Tents your headquarters.



"MONARCH WELL DRILL"



ONTARIO WIND ENGINE & PUMP CO., LIMITED

Logan and Chambers Streets, Winnipeg, Man.

Brandon.

The crop is making splendid growth, never was there a finer showing. Rain came at the time it was much needed, and now prospects could hardly be better. The grain is as far advanced as is usual at this time of the year, wheat being about ten inches high, oats and barley about three. Where the grain was early sown it has a growth of 15 inches and over.

There is verv little wheat in the farmers' bins in this locality, although one man in the Roundthwaite district is reported to yet hold 21000 bushels.

Owing to the late seeding season a good deal of land will be summer fallowed.

Business in hail insurance is brisk. The Central Canada Co. has had an average of 200 new policies issued every day for some time, which shows how many of the farmers are alive to the necessity of protecting themselves against total loss by hail.

The last game of baseball was played on Saturday evening the 12th June and the team left for the west on Sunday. They are expected back about fair time when we are looking forward to some good sport.

The Brandon Summer Fair will start July 19 and continue until 23. The Interprovincial Fair at Brandon has become a household word among our western farmers and this year with an increased prize list and a superior class of platform attractions we look for the largest attendance in its history. The fair board has entered into a contract with the great C. W. Parker shows, which will supply all the midway attractions comprising some of the best sideshows in the country. These should be a great attraction to the fair.

The Carrol plowing match was held on the 16th. The weather was all that could be desired, consequently there was a good attendance. The Hon. R. P. Roblin and Hon. G. R. Coldwell were present and at the close delivered addresses. The competition in the different classes was very close, but James Sutherland, of Brandon, was a little too good for the others, winning for the third time the Lieut-Governor's cup, which now becomes his property. T. Guild, of Kemnay, was a very close second, being only one point behind. Sutherland also won the sweepstakes.

The Winter Fair Association have increased their capital $25,000 and are making a special effort to sell stock to clear off their indebtedness. They now only owe a sum of $3,500, and expect to clear this off in a few weeks.

The Great Northern Railway are to build a spur track down the lane between 15th and 11th streets. Mr. Fisher, solicitor for the company states that it is now only a matter of making application to the Railway Board at Ottawa for permission to build the track, and that in six weeks time the men would be busy.

The Y.W.C.A. have started a campaign through the city to raise the sum of $10,000 to pay for the building recently purchased for a home, and are meeting with good success. They have already raised $4,000.

A deal has been closed by the Dominion Bank for the purchase of what is known as the MacDonald block, the present bank premises. It is reported that the block is to be remodelled and turned into one of the finest establishments in the city.

Mr. J. L. McDougall, implement dealer of Virden, was recently a visitor to the city.

Sandford Kelly and Walter Merrill, implement dealers, were in the city recently. They report good business in their district and crops looking well.

Mr. F. Johnston, dealer in implements at Redvers, Sask., was in the city last week.

Ben Steel, implement dealer, Deloraine, while on a business trip to this point, reported excellent crop prospects in his locality.

W. E. Bond, implement dealer, of Kenton, was recently a visitor here. He expressed himself as being satisfied with the business of the past season. He thinks crops never looked better and the prospects are for a bumper crop.

Mr. Duncan, of the firm of Duncan & Cameron, Melita, was a recent visitor to Brandon. Mr. Duncan is grand master of the Oddfellows, and is putting in considerable time inspecting the different lodges in Manitoba.

E. J. Gifford, manager of the North-West Thresher Co., has left on a trip to Regina and other western points. He reports good sales in his line.

Mr. Manson Campbell, of the Manson Campbell Co., Chatham, Ont., and Mr. Robert Gray, of Wm. Gray & Sons Carriage Co., of Chatham, have been in the city. They are on their way to Moose Jaw with the intention of submitting a proposition to the citizens of that progressive town to start a company with $500,000 capital under the name of the Gray-Campbell Co. to control the products of these two concerns. The city accepting the scheme would be expected to furnish $100,000 capital. The proposition was submitted to Brandon but was not taken up.

Mr. James Graham, for many years salesman for the Sylvester Mfg. Co., Brandon, has severed his connection with that company and accepted a position with Mr. W. Bourke, implement dealer here.

Mr. W. Bourke has purchased the residence of W. J. Walton, 560 16th street, and has moved his family from Winnipeg to his new home.

Mr. J. P. Minhinnik, manager Frost & Wood Co., Winnipeg, spent a day at their agency here and expressed himself as pleased with what was being done.

Mr. J. Hanbury, president of the Hanbury Mfg. Co., Brandon, has been elected vice-president of the Associated Boards of Trade held recently at Saskatoon. Next year's meeting is to be held in Brandon.

Farmers Must Have Cultivators.

The agriculturalists of the world are realizing that the production of food stuffs is running dangerously near the amount required for consumption and we may be sure that the price of wheat will never again fall to that of ten years ago.

If farmers be given a good price for this cereal, more acreage will be sown to wheat as a logical consequence.

In our Canadian West there are millions of acres of fertile soil awaiting the plow and soon to be subdued by it.

In this great development of natural resources the cultivator follows as the conserver and preserver of fertility. The very richness of the soil of the prairies makes them an easy prey to the insidious attacks of noxious weeds, already a serious pest in parts of the country. It is only by persistent unwearied use of the cultivator that dangerous weeds can be kept in check and prevented from exhausting the vitality of the most productive soil. A crop of weeds, if allowed to ripen, is as exhausting as a crop of grain. Much of our land is carrying a double crop, one of grain and one of weeds. That yields are disappointing is an enevitable result of such conditions. The farmer that neglects the use of the cultivator is pursuing a suicidal policy and is not only insuring his own ruin, but is a menace to the prosperity of the community.

Besides its functions as a destroyer of weeds, the cultivator is of great service in the conserving of moisture. It is by the use of it that the moisture may be most readily retained through the "dust blanket" so necessary to successful agriculture in districts where the rainfall is light. It has a great future in parts of Alberta and Saskatchewan, where the rainfall is below the average, in fact, in any district where dry farming has to be practiced.

It may be stated with confidence that the success of agriculture in our country in the future is bound up with the use of the cultivator. No other implement will so economically eradicate weeds and conserve moisture.

Unfortunately, many farmers have not awoke to the fact that the cultivator is an implement they should not be without. Without it they are liable to be worsted in their struggle with the conditions they have to contend with.

There are on the market several makes of cultivators. Every implement man should press the sale of this machine. He can have the satisfaction of knowing that every cultivator in use is a factor in the general prosperity of the country—a guarantee that one more man is armed with an effective weapon with which to combat adverse forces.

Solid Comfort.

The Tudhope Anderson Co., limited, of Winnipeg, have secured the agency for an improvement that supplies a long felt want. The E-Z Riding seat is all that its name implies. It is easy and its use will come as a boon to all who have suffered from the jars and aches inseperable from the old time cast iron seats which seemed specially constructed to be as uncomfortable as possible.

The seat is made of heavy hempen fabrick stretched on an iron frame. It has a back and is as comfortable to sit in as an easy chair, is adjustable and a sunshade attachment can be added.

This seat is one of those little inventions that are big things.

35 REASONS 35

WHY THE

Genuine T. G. Mandt Wagon

IS THE MOST COMPLETE WAGON ON THE FACE OF THE EARTH. IT HAS NEW AND VALUABLE IMPROVEMENTS FROM THE POINT OF THE POLE TO THE TAILBOARD. CALL FAIR WEEK AND EXAMINE IT.

1. It is manufactured from the very best and thoroughly seasoned material.
2. It excels all others in good looks, finish and proportion.
3. It is the easiest running wagon in the world.
4. The gears, both front and hind, are clipped instead of bolted and have the T. G. Mandt Patented Circle-posts.
5. The skeins have a dust and sand-proof collar.
6. The skeins have extra long bell and are extra heavy on bottom.
7. The axle has a steel spring truss-rod.
8. It has braces from skein to hounds.
9. The wheels have black birch hubs and second growth spokes.
10. The wheels have bent white oak felloes, bolted and clipped joints and heavy tires.
11. The felloes are riveted at the side of each spoke.
12. The tongue cap iron is 34 inches long with a safety catch.
13. The tongue is steel stripped its entire length underneath.
14. The angle steel front hound.
15. The adjustable tongue spring.
16. The steel lock bolster-plate.
17. The stakes are hollow with extension wooden stakes.
18. The front axle and sand-board are iron plated, preventing the reach from wearing.
19. The front end of reach has iron plates forming a bushing in king bolt hole.
20. The reach has hardened, tempered steel rub-irons.
21. The steel extension reach plate with lock nut.
22. The Mandt patent grip-nut wagon wrench.
23. The concave, cut-under rub-irons.
24. The self-centering box rod nuts.
25. The side-boards and end-boards all have hard wood cleats, with riveted ends.
26. The box has steel grain strips on inside and cleats cut bias, thus making a perfectly tight box with anti-spread chains.
27. The side-boards have steel wearing plates for bolster stakes.
28. The boxes are made either with the improved Comstock Endgate with iron plated side-boards, or with the shoveling-board Endgate—has six box-straps on each side board.
29. The bottoms have hard wood cleats on top of bolsters.
30. The centre box straps are outside, supported by heavy double bolted braces.
31. The double eccentric lever top box holders.
32. The spring seat with adjustable back.
33. The seat springs with clipped ends and center.
34. The T. G. Mandt patent whiffletrees, evener, neckyoke and clevises.
35. The automatic brake lock.

Nothing is spared—quality of material, workmanship or finish; and with the many new patented improvements it excels all others and stands in the market to-day without a rival. If you sell the GENUINE T. G. MANDT you will have satisfied customers.

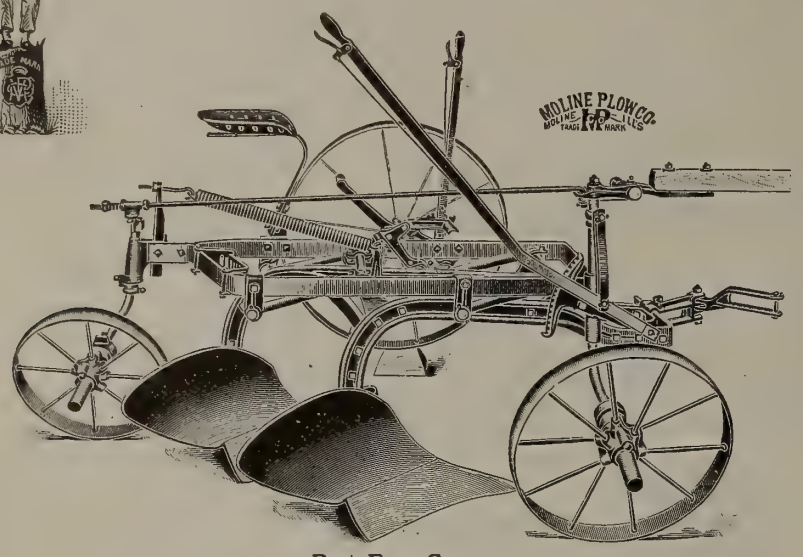
Canadian Moline Plow Co., Winnipeg.

Distributing Warehouses: REGINA, CALGARY, SASKATOON, EDMONTON.

The
World's Standard
in
Farm Implements

MOLINE

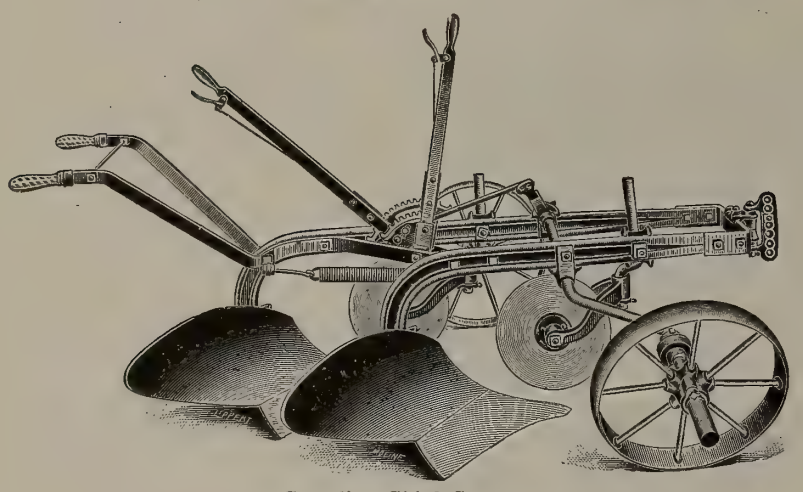
AND OTHER FLYING



Best Ever Gang.

MOLINE WALKING STUBBLE PLOWS,
MANITOBA SPECIAL COMBINATION PLOWS,
WESTERN QUEEN PRAIRIE BREAKERS,
DAKOTA QUEEN ROD BREAKERS,
NORTHERN QUEEN BRUSH BREAKERS,
KANSAS KING ROD BREAKERS,
CRICKET ROD BREAKERS,
COUNTY ROAD PLOWS,

RAILROAD PLOWS,
SCOTCH CLIPPER WALKING PLOWS,
ROBIN HOOD TIMBERLAND PLOWS,
KNOCKER POTATO DIGGERS,
GOOD ENOUGH SULKIES,
BEST EVER SULKIES,
GOOD ENOUGH GANGS,
BEST EVER GANGS.



Canadian Chief Gang.

CANADIAN CHIEF GANGS,
WHEEL WALKING GANGS,
FLYING DUTCHMAN ENGINE GANGS,
SOUTHERN CHIEF DISC PLOWS,
ROTARY DUTCHMAN DISC PLOWS,
MOLINE LEVER HARROWS,
SUCCESS HARROW CARTS,
ECONOMY DISC HARROWS,

Economy Disc Harrow.

***We extend a cordial
plement Dealers to
during the Fair Week.
telegrams sent in our
office your headquar***

TAKE A BELT LINE CAR (GOING EITHER WAY) ON

CANADIAN MOLINE PLOW

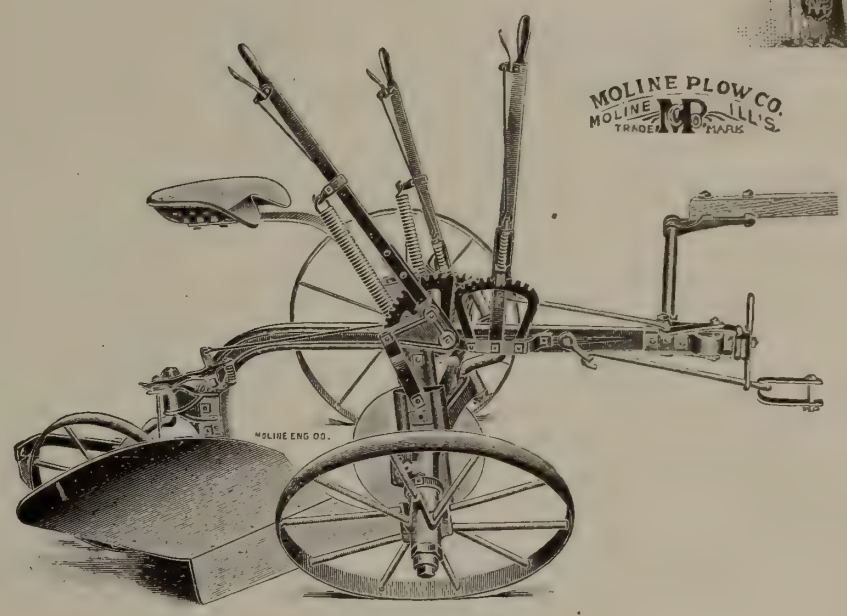
Distributing Warehouses: REGINA,

PLOWS

DUTCHMAN FARM TOOLS

The
World's Standard
in
Farm Implements

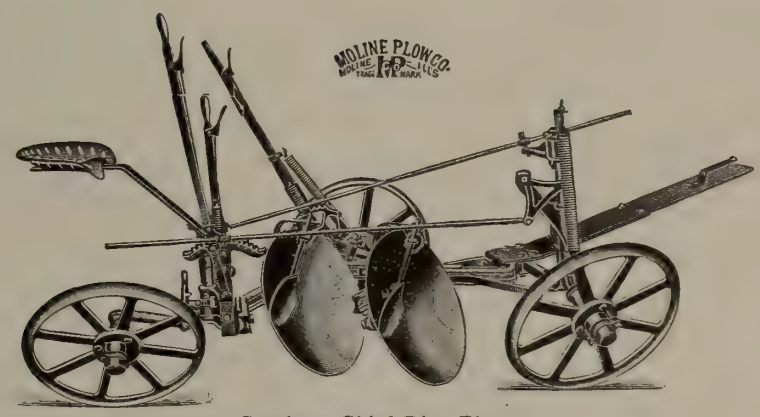
MANDT ENDLESS APRON MANURE SPREADERS,
MOLINE REVERSIBLE DISC HARROWS,
MOLINE PARALIZER PULVERIZERS,
NATIONAL MANURE SPREADERS,
GENUINE T. G. MANDT WAGONS,
MANDT FARM TRUCKS,
BADGER FARM TRUCKS.



Good Enough Sulky.

WISCONSIN STEEL WHEEL TRUCKS.
WEBBER ANGLE SIEVE FANNING MILLS,
MANDT SLEIGHS,
CANADIAN CRESCENT WAGONS,
GRAIN TANKS,
STOVER IDEAL FEED MILLS,
IDEAL HORSE POWERS,

STOVER SAW FRAMES,
MUNRO-McINTOSH BUGGIES,
MONITOR GRAIN DRILLS,
MUNROE-McINTOSH CUTTERS,
CHANNEL STEEL HARROWS,
BOSS WOOD HARROWS,
ETC., ETC.



Southern Chief Disc Plow.

nvitation to all Im-
sit us at Winnipeg
Have your mail and
care, and make our
rs while in the city.

National Manure Spreader.

AIN STREET AND YOU WILL ARRIVE AT OUR DOOR

CO., WINNIPEG, MANITOBA

CALGARY, SASKATOON, EDMONTON.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING
WINNIPEG - - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year Single copies Five Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA.

JULY, 1909

Abolish Free Harvester Repairing.

The time is not far away now when the farmer will bethink himself of getting his binder put in proper shape to harvest the big crop we are all hoping for in the West. It may not be out of place, therefore, for us to offer a few words in advance, on the subject of the free repairing of harvesting machinery by dealers. We have spoken very frequently on this matter; but free repairing is one of the greatest evils in the implement trade, and we feel we cannot say too much in condemnation of it.

It is not enough for the dealer to charge for the new parts put into the machine, if he, or his man, has spent several hours, or a day putting them in. The man's time should be charged for, and the charge should be computed on a proper basis. A druggist puts up a prescription containing a small proportion of several drugs and a large proportion of Aqua pura, at a cost to him of 8 to 10 cents for the mixture; he charges his customer from 50 to 70 cents for the compound, and yet nobody ever thinks of insisting on paying for it on the basis of the actual value of the component drugs. It is recognized that the chemist's time and knowledge are as much a part of his stock in trade as are his drugs, and that he is perfectly justified in charging for them as well as for a proportionate amount of the expense of conducting his business. He does not even compute the charge for a particular prescription on the actual time occupied in putting it up, but on a general average, representing a fair proportion of his full time. If he pays an assistant to put up the prescription, he is entitled to a profit on the actual wages paid the assistant, and the charge is also made accordingly. Is there any reason why the same principal should not apply to the implement trade with regard to free repairing? We have surveyed the question from every aspect and cannot find one reason why it should not. The dealer should be paid for his knowledge and time just the same as the chemist. If he goes to the farmer's place to repair a binder, mower, or any other machine that has out-lived its guarantee, his own time and that of his horses should be charged for, on the basis of general average we have shown, in addition to the price of the renewed parts. After the usual warrantry on any implement has expired, no farmer should expect his machine to be repaired free, and no dealer should do it. There is no reason for losing trade by making this fair and reasonable charge.

We cannot understand why dealers in Western Canada ever started such a pernicious custom as free repairing. In the Old Country, where competition is much keener, the repairing of harvesting machinery is as profitable a branch of the business as the selling.

Now is the time for Western dealers to line up and firmly insist on being paid for repair work during the coming season. The matter must be adjusted at some time and there is no time like the present. Begin by putting up a notice in your store that you are prepared to execute such repairs at reasonable rates, afterwards explaining to your customers, as they bring in their machines or ask you to go out and repair them, that you must charge for the service. Let it be distinctly understood at the start that you are going to make a charge for the time spent on the work. If a farmer is so unreasonable as not to agree to this, it is better to let him go. He will soon fall foul of the other fellow and come back to you again. If he doesn't come back, you will know that he is getting his own way in other things too, and this is business you can afford to let your competitor have. It don't pay.

A dealer must charge for repairs. He is not treating himself honestly if he does not, and the old lines hold good yet:

"—to thine own self be true,
And then it must follow, as the night the day;
Thou canst not then be false to any man."

So, when a farmer wants his machine repaired, without agreeing to pay for the time spent in doing so, you take the following advice:— DON'T.

Prospects in the West.

The Hon. G. H. V. Bulyea, Lieutenant-Governor of Alberta, arrived in Winnipeg from Edmonton on the first of June, delighted with what he had seen of the country.

"Eeverywhere," he says, "the fields are waving green, and the growth is remarkable. I believe from present prospects that the West is sure to reap a bumper crop this year. The condition of winter wheat is most satisfactory."

Lieutenant - Governor Bulyea has been a resident in the West for a quarter of a century, and was a Minister of Agriculture under the late Territorial Provincial Government. His close observation of crop conditions in this capacity gives special value to his opinion on the subject. But he only voices the general sentiment. There is a subtle something in the business air. Even the ordinary observer sees and feels it; but men of keen intuition and of delicate business perception sense it plainly. For our business prophets and those whose far-seeing knowledge have brought them to the forefront of the industrial army are freely and confidently predicting of the times that are to be. They do not merely tell us that business is improving for we know that already,—but they tell us of an "era of prosperity" like that which gladdened hearts a few years ago.

Every dealer should have his eyes wide open and all his senses alert. If the message of his locality is a good one, he should prepare to take advantage of the times.

This could be done by exercising a little extra care to obtain goods of quality, for customers want high grade goods in prosperous times. Additional advertising energy should also be exerted all along the line. Stocks should be replenished, assortments enlarged, display made more effective and business friendships warmed up and strengthened.

Cultivate Your Customers.

The head of one of the largest advertising houses in the country recently admitted that the most powerful force to influence sales is the personality of the local dealer and his intimacy with his customers.

If the dealer possesses that personal magnetism that we call the social quality—if he exerts himself to make the most of his gifts, to acquire personal and business friendships with his customers—he has little to fear from the mail order house and its catalogues.

The printed word is weak when placed against the influence of conversation.

As a rule, advertising from outside sources is of little avail where the consumer is the personal friend of his local dealer and it finds a welcome where the dealer's personality has made him unpopular.

It is a great error to go on the basis that there is no sentiment in business. We can't get rid of the sentiment even if we would. Every man will have his footing surer if he is dealing with friends for customers than if he is dealing with strangers. Many people will stick to a place of business where they have dealt for years even when the business has changed hands and will stay with the place unless driven away by discourtesy, as sometimes happens.

If you should take on as a new hand at an old stand, cultivate the old customers. The best advertisers you can have, will be the old patrons of the business if they are satisfied with your management.

Welcome to All.

We are sure that many of our friends and subscribers will be in Winnipeg to take in the exhibition and enjoy its many attractions. To all, we respectfully remind them that we are at home at 901 Union Bank Building—a little high up in the world. But, notwithstanding our lofty position, we are not proud, except proud of our city, proud of our paper, and proud of our patrons.

Drop in and see us. Tell us the news. If there is anything in our line that we can put you next to, we are right here to do it. You can have no idea how big things are here, until you can get high enough up to see some. We extend the most cordial invitation to all.

The Necessity of Good Roads.

From the earliest times it seems to have been recognized that a system of good roads was one of the most important factors in the welfare of a country. The Romans, who conquered and dominated the world of their time, were great road builders. The far sighted wisdom of Julius Cæsar built the magnificent roads that led from all directions to eternal Rome, and the Romans built roads wherever they went. The remains of Roman roads still exist in England and other countries, settled by them, and these roads, from the thoroughness of their construction, proved the importance that race of nation builders attached to having good roads. In more recent times, the great Napoleon built the roads of France which center in Paris. These roads have done more than any other single agency to increase the industry and commerce, and promote the contentment of the people of France. Many of the conditions governing life in the times of these great road builders of ancient and modern times have passed, but the principle of the beneficent results that follow the construction of great and good highways still remains. We are thus brought to the point of considering how roads of our own country appear, when viewed in the light of this principle.

How many farmers in this Western country are aware that, the cost of hauling produce by farm wagon is two hundred and fifty times as great as freight by ocean boat, and twenty-five times as great as railway transport, which is generally supposed to be exorbitant? Yet such is the case.

The importance of having good roads in Canada is further emphasized when we consider that practically all the produce of the country has to be conveyed by farm wagon to market at a cost of 25 cents per ton, per mile. As compared with the European farmer, it costs the farmer of Canada three times as much to market his produce; partly because the stuff has to be hauled further, but chiefly because of the inferiority of our roads.

It will be seen from these facts, how serious the problem of road transport appears in our competition with other countries. Of course, it cannot be expected that good roads will be general throughout Canada for some time, but they must come with the increasing cultivation and settlement of the country. It is an essential condition in its proper development for the farmers who produce the necessaries of life to have good roads, along which to convey their produce to market without unduly exhausting the time, effort and utility of man and beast.

The legislature of New York just passed a bill appropriating $5,000,000 for good roads construction work in that state, which shows how much alive our friends on the other side of the line are to the necessity of having them.

The matter of good roads in Western Canada is one which calls for a great deal of attention on the part of Municipal Commissioners and Ministers of Public Works. It is true the country over which these will have to be made is very extensive, but that is only another great reason for them. The land and the means are here to produce the best crops of wheat and other cereals in the world, but our farmers must have roads to market before they can compete with other sources of output on an equal footing. We can imagine no more worthy object to which government funds can be applied than the building and maintaining of good roads. They are of equal importance to the producer and consumer, and their existence in Western Canada in the near future is "a consummation devoutly to be wished" in the interests of both.

Even a legless man can run through a bank account.

Squeezing Dealers.

Many merchants never learn how to spend money properly, remarks the Omaha Trade Exhibit. They are quite willing to nibble at any bait thrown out to them by travelling fakers and schemers but cannot understand why they should be called upon to support some legitimate undertaking which has for its object the protection of their interests. Take for illustration the merchant who will contract to pay $20 for an advertising space in some cheap show programme and will kick against paying five dollars annual dues in a trade association whose object is to look after his interests and which generally gives him for his investment a hundred times more than the $20 he may spend with some advertising faker. There is also the merchant who can see no good in advertising. He looks upon the dollars he pays the editor of the local paper as so much money contributed to the editor's support, just as if the editor was a public charge and had to be supported by public subscription. When a merchant gets the idea in his head that there is no use in advertising it is time that he should give up business and seek some employment outside the mercantile field. There are other merchants who are full of enterprise when it comes to the matter of booming their own town and assisting its industries, but who would be far better equipped to carry on their business as well as do good to their town if they would spend a little time in reading some good trade paper. But these merchants do not realize where they are in error. The money paid as a subscription to a trade paper is about as good an investment as the average merchant can make, providing that he reads that which the trade paper contains and that it is the proper kind of a publication.

How to Write an Ad.

When writing your advertisement talk as one man talks to another. That is the way to reach people. When you write do not get into an unnatural attitude—the attitude some men do when having their photograph taken. To overcome this difficulty talk to your customer through the paper as though he was in your warehouse, but be brief for he is in a hurry.

Personals.

J. H. Gasson has opened up in the implement trade at Langevin, Alta.

J. Robertson has commenced business in the implement trade at Taber, Alta.

The Implement business of E. Hale & Co., Marshall, Sask., is advertised for sale.

Mr. A. Branconier has taken over the implement business of G. M. Brown & Co., at Howell, Sask.

T. A. Conroy has sold his implement business at Wainright, Alta., to W. S. Goulet.

A. A. Kerr has succeeded Jones & Godkin in the implement business at Miami, Man.

The implement business of John Murray, Elm Creek, Man., is for sale.

Mr. J. F. Blackford has taken over the implement business at Plumas, Man., lately operated by J. H. Farrel.

Klassen Bros., implement dealers at Gretna, Man., have recently sold out their business to Mr. Henry Ritz.

The business in implements at Newdale, Man., managed by R. H. Dennison has been sold by him to J. W. Stobart.

Messrs. G. W. and A. H. Renner, implement dealers of Tisdale, Sask., have made an assignment to Samuel McLeod.

A new firm, Messrs. Jaffney & Johnson, have commenced business in the implement line at Tessier, Sask.

Mr. C. B. Kinnard, of the Kinnard-Haines Co., of Minneapolis, made a flying visit to the city recntly.

Mr. T. G. Morrison has opened up an implement business at Ituna, Sask. It is his intention to carry full lines and he has our best wishes for a successful career.

Mr. Robert Gray, president of the Wm. Gray & Son Carriage Co., of Chatham, Ont., was in Winnipeg recently on a business trip which he is extending to points in the West.

Messrs. Z. K. Carson and O. E. Breen, of the P. & O. Canadian Plow Co., attended the plowing match at Portage la Prairie in the intersts of the company.

Mr. M. J. Hackney, manager of the Raymond Mfg. Co., has just returned to the city from a business trip in Saskatchewan. He reports good business and is optimtic over the crop prospects in

the country through which he has travelled.

A new firm Geo. Scot & Son has started in the agricultural implement business at Gleichen, Alta.

Marshall & Boyd, implement dealers, Regina. Sask., have assignedto J. M. Wessel.

Mr. A. L. Steele, of Rainy River, was in the city recently and favored us with a call.

Mr. Joe Kirkland, western manager of the Sawyer & Massey Co., has just returned from a business trip of some duration to the home office and factory of the company at Hamilton, Ont.

Joseph Bryan, Esq., manager for Tudhope Anderson Co., Ltd., at Regina, recently spent a few days in the city. Joe is looking as healthy as ever. Judging from appearances the air of the Queen City agrees with him.

Mr. John C. Glennie. of the firm of Glennie & Rogers, Macdonald, Man., was in the city at a recent date and gave us a call. He speaks of eminently satisfactory business and says the crops are looking magnificent in his district.

Mr. Coates the well known dealer of Glenboro, Man., was recently in town and paid us a visit. He reports that the crops in his section of the country are looking magnificent and that business is execptionally good.

Mr. A. E. Brown, secretary-treasurer of the Bain Wagon Co., Ltd., of Woodstock, Ont., was recently in the city on a business trip and favored us with a call. He is much impressed with the splendid crop prospects of the West and progress of the city.

Richard Mayoh and Frederick Mayoh, who have been carrying on an implement business under the trade name of the Western Trading Co., of Waldron, Sask. have dissolved partnership and transferred their business to Mr. L. H. Rawlings.

Mr. Causley, for some time in the employ of the International Harvester Co., at Boissevain, has been sent by the company, at their expense, to Hot Springs, Arkansas to rest and recuperate. Mr. Causley's health has been far from satisfactory for some time. It is the hope of his many friends and business associates that he will soon return greatly benefited by his holiday.

F. C. Moore, organizer for the Interprovincial Retail Implement Dealers' Association, favored us with a call a few days ago in the interest of the association. He reports very favorably of the progress made and is optimistic of the future. In addition to the work being pushed by Mr. Moore, several new members joined, sending their membership fees direct to Mr. F. D. Blakely, secretary of the association.

More men would attend church if all women were as good as they look.

Wedding Bells.

Augustine church was the scene of a pretty wedding on the afternoon of June 23, when Mable Gertrude, daughter of Mrs. E. A. Cornell and the late Dr. Cornell, was married to Mr. John E. Ruby, of Smith's Falls, Ont. The ceremony was performed by the Rev. A. M. McDonald assisted by the Rev. Dr. Wilson.

Mr. Ruby has a wide acquaintance and connection with the implement dealers of the West. He was for a number of years manager for the Frost & Wood Co. at Winnipeg and is now acting general manager for the company at its head offices in Smith's Falls. His many friends will join with us in wishing him all happiness.

A wedding of much interest was celebrated on Wednesday, June 30th, when Mr. Joseph Maw, one of the best known implement dealers in Western Canada, was united in matrimony to Mrs. McLean, widow of the late Sheriff McLean, of Portage la Prairie.

The wedding was celebrated at the home of the bride's parents, the Ven. Archdeacon Fortin, of Holy Trinity, officiating. The couple after their marriage left on an extended European tour, stopping en route at Chicago, Ill., Detroit, Mich., and Toronto, Ont. They will sail from New York for London on the steamship "Minnewaska," visiting at London and Brussels, where Mrs. Maw's daughter is completing her education. They will make an extensive continental tour, and will conclude their trip by an automobile tour of the British Isles.

Both the parties are well known and highly respected throughout the west. We join our hearty and sincere congratulations with those of their hosts of other friends and wish Mr. and Mrs. Maw long life and much happiness.

Do You Sell Gasoline Engines.

The gasoline engine is coming to play an important part as a farm hand, as well as in many other ways. It has been but a few years since the bark of a gasoline engine first attracted general attention, being something of a curiosity to the average person.

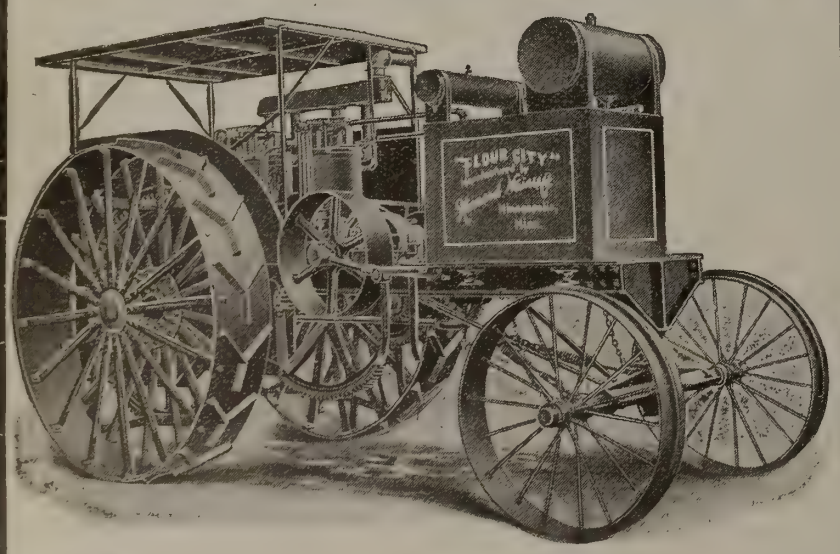
The gasoline engine takes a conspicuous place at the big agricultural fairs of the present. Time was—not so long ago—when a very few "live" exhibits could be seen, even at a state fair. The management of some of the more prominent fairs had a "machinery hall" fitted up with a line shaft, operated by a steam engine, and here small space could be secured with power privilege—for a consideration. But the man who could not get space in the machinery hall must be content to explain the working of his machine while it remained motionless.

Today it makes no difference where the exhibitor locates, so far as getting power is concerned. If he doesn't make a gasoline engine himself, there are plenty of engine makers on the ground who are glad to furnish the engine if a card is displayed on it showing who made it. They are used to operate threshers, shellers, shredders, harvesters, mowers, hay loaders, manure spreaders, washing machines, cream separators, churns, sewing machines. well drills, pumps, grindstones, shearing machines, feed grinders, hay presses and everything that a stationary engine could be used for, and at the Nebraska state fair the writer even saw a piano that was operated by a gasoline engine.

Farmers are learning that it pays to have a gasoline engine, and a great many dealers have seen the trend of things and have gotten out and hustled for the engine business of their communities, but there are still many of them who prefer to sit in the shade and

THE "FLOUR CITY" TRACTOR

THE GOLD MEDAL WINNER



The 30 H. P. Four Cylinder "Flour City" Gasoline Traction Engine was designed especially for Plowing Threshing, and General Farm Work.

Its Horse-Power in comparison to its weight, appeals to those who have had experience in plowing.

Its transmission gears are of hardened steel and run in oil baths.

Its large diameter drive wheels insure greater tractive power in proportion to its weight.

It is reversed by one lever which acts through friction clutches.

It won the **GOLD MEDAL** at the International Motor Contest in 1908.

Its General Construction and Design is several years in advance of all other makes. Send for our 1909 Catalog.

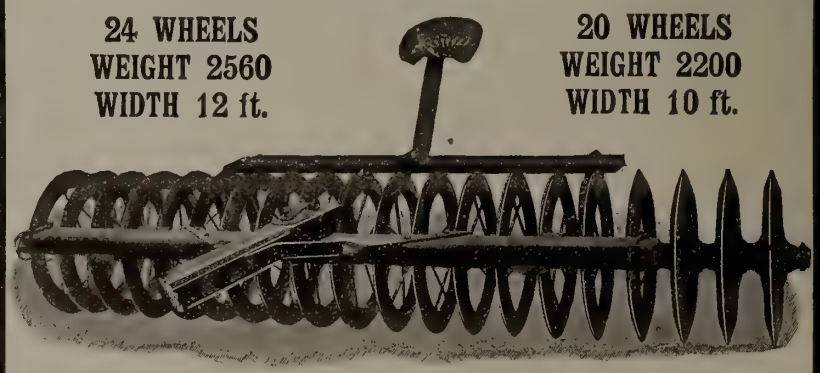
KINNARD-HAINES CO., 830 44th Ave. No. Minneapolis, Minn.

The Improved Brandon Sub-Surface Packer

Is not a one-season tool. To ensure the best results, dealers should urge the use of the packer after all plowing, whether in the spring, summer or fall. Correct other impressions in the minds of your customers. They are erroneous. It should be on sale by every live dealer. It's V shaped discs penetrate the soil deeper and pack the subsurface more firmly than any other machine. Built in two sections to conform to uneven surfaces.

24 WHEELS
WEIGHT 2560
WIDTH 12 ft.

20 WHEELS
WEIGHT 2200
WIDTH 10 ft.



Bushings on the Brandon Sub-Surface Packer, when worn, may be replaced at trifling cost. Let us tell you all about Sub-Surface Packing as a method of tillage.

Catalogues on request.

The Brandon Machine Works Co., Ltd., Brandon, Man.

say they do not know anything about gasoline engines and permit the orders to go to catalog houses and to manufacturers who sell direct.

The gasoline engine, as made today by the leading manufacturers, is a simple thing and does not need an expert to start it up or take care of it after it is started. Every dealer ought to have the agency of some good engine; and he should have more than the agency—he should have an engine on his floor, where he could use it as an advertisement, not only of the engine, but of various farm machines which it can be set to operate—Implement Trade Journal.

The Evolution of Powers

From Adam's time hand power has been, is, and will continue to be the chief power of the human races. Since that time, however, it has undergone many reforms, and now the hand is not, as a rule, put to the laborious tasks that were once its lot. Physical force was the predominating power of the early centuries. In the arts of war or the gentler ones of peace the power of the arm ruled supreme.

In latter ages it was the greater demand for the products of labor that brought the development of other powers. In this, as in everything else, "Necessity is the mother of invention," and so "needs must when necessity demands." The water wheel came into existence, and toiled for years and years without marked improvement. Towards the close of last century the modern water turbine was invented, and its future is yet but at the very beginning of development.

Following the water wheel came the windmill, and though in its early years it was a very crude method of producing power, the modern windmill, on its steel tower, stands as a tribute to the mechanical genius of mankind. In the development of this particular type of force producers, as well as of others, Candadian manufacturers are well to the front, their products being used in almost every country of the civilized world.

About the close of the seventeenth century the horse power was in use, generally in the operation of small threshing machines of one kind and another. This form of power developed several other types, including the tread power, and later the sweep power.

In 1807 the first steam propelled boat was invented by Robert Fulton. Steam had been introduced as a motive force a few years prior to the above date, and its gradual development gave great impetus to the industrial life of the world. Steam locomotives were first experimented with during the latter years of the century before last. About 1825 George Stephenson invented and demonstrated the power of the steam locomotive for haulage purposes with his famous "Rocket." From that time on improvements came thick and fast until the big mogul of the railroad of the present day was perfected. Simultaneous with this advance was that made in the construction of engines for threshing purposes, and, more recently, for plowing, so that at this time such engines are admitted by many experts to have almost reached the limit of possible improvement.

Subsequent to the introduction of steam as a motive power further invention or development of other forms of power were slow. Electricity was the next in line to attract the greatest amount of attention. While this force was experimented with as far back as 1752 it did not come to public attention for over a hundred and twenty-five years later. Since that time it has cut a wide swath in the industrial world, and though none can tell just exactly what it is, it is well known how its magic power may be harnessed to do the bidding of man.

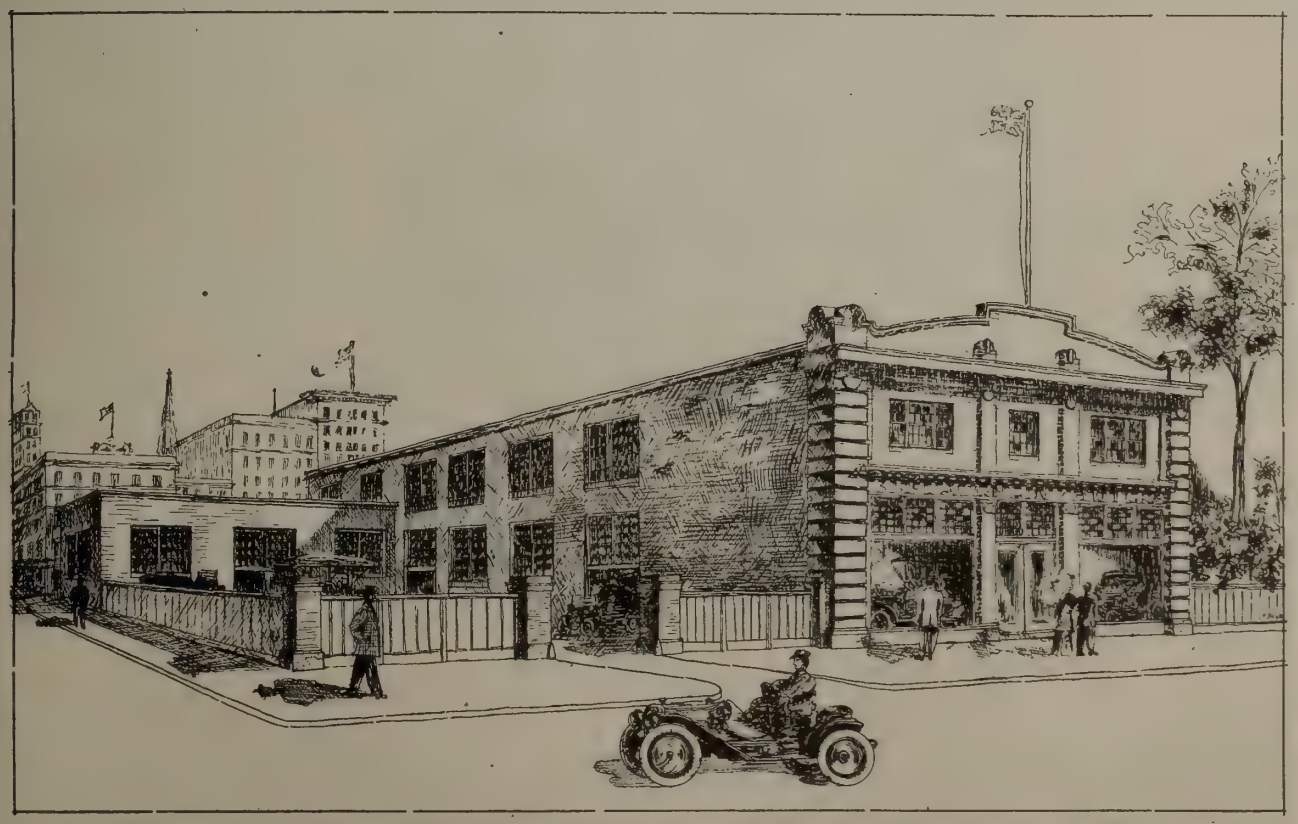
Next in order of general adoption come the gasoline engine as a source of power production. Though it is two hundred and thirty-one years since the prototype of the modern internal combustion engine was first conceived, it is only during the last decade that the gasoline engine has come into universal popularity. Today it is one of the best lines a dealer can stock and can be used by farmers for many useful purposes. Beyond doubt there will be a greater demand for such engines during the next ten years than ever took place in the past.

In this brief article, which deals solely with the record of evolution of the different powers it will be noticed that the greatest progress in the matter of their invention and introduction took place within the last one hundred years. A retrospect of the past inspires the thought: "What will the future bring?"

Are You Interested in

AUTOMOBILES OR CARRIAGES

If so, call at our Show-rooms, corner of Princess and Ross, and Inspect our Splendid Samples.



New Home of the McLaughlin Automobiles, corner of Maryland and Portage, Winnipeg.

TO VISITORS

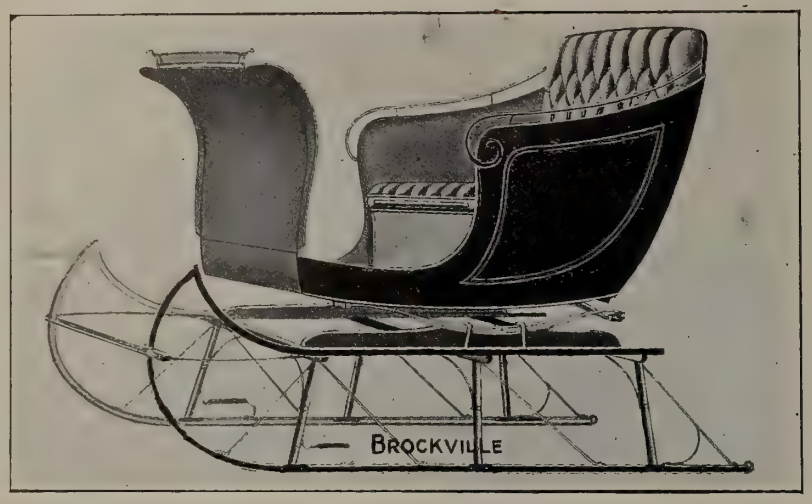
We extend you a cordial invitation to make our Show-rooms your head-quarters during Exhibition time, and address your mail in our care.

McLAUGHLIN CARRIAGE COMPANY LTD.
Corner Princess and Ross
WINNIPEG.

BROCKVILLE LINE OF BUGGIES AND CUTTERS

"CANADA'S STANDARD"

THE KIND THAT SELL, BUILD UP YOUR TRADE, AND MAKE YOU MONEY.



No. 210 SPRING PORTLAND.
The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit:—

GEARS—
- XXX hickory knees and beams.
- Steel braces and steel channel shoes.
- Shifting rod on detachable bar shafts.

BODIES—
- White ash frames.
- Three-ply dash, back and side panels.
- Panels glued and screwed to frame.

TRIMMING—
- Best grade plush or wood dyed cloth.
- Spring backs (removable).
- Spring cushions.

Nickel Plating on Brass. ***Guaranteed Not to Rust.***

Just what you are looking for.

Just what your trade wants.

Something special !

Something new !

Something different for 1909 !

Let us have your orders NOW and avoid the Fall rush.

"BROCKVILLE."—No. 553

MORE SPECIAL FEATURES

MORE TALKING POINTS

MORE SATISFACTION

Don't fail to see pages 10 B to 17 inclusive in our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—" Canada's Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

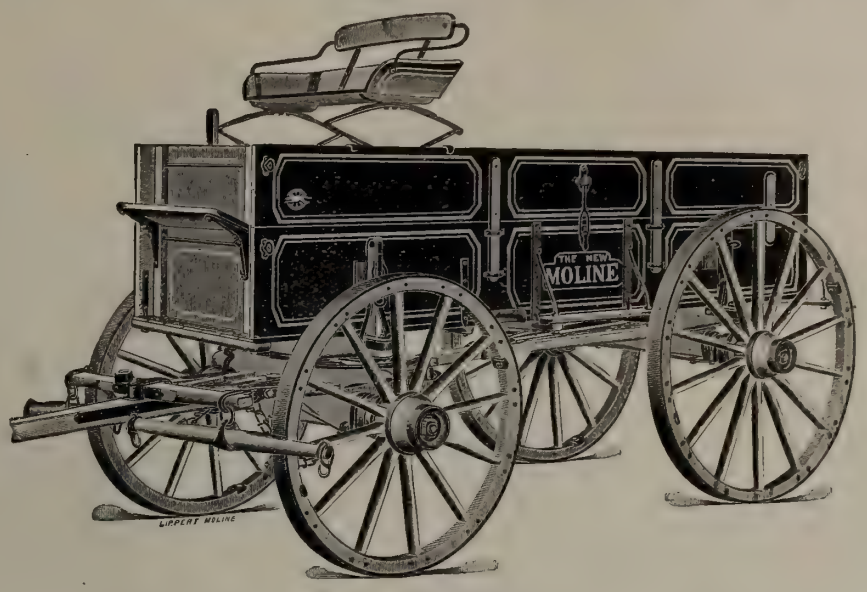
We are not exhibiting at the Fair. We will have the best display of Implements and Vehicles ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

NEW MOLINE WAGON

WHAT CONSTITUTES A GOOD WAGON?

FIRST. The most important requisite for a lasting farm wagon is good WOOD STOCK. This is the foundation and must be right if the completed structure is to be enduring.

SECOND. The IRONING must be applied on proper principles if it should properly fulfill its purpose to strengthen, brace and prevent undue wear of the wood portions. Must be of best quality and good weight, but not prove an interference with that characteristic of the wood which is so essential to the life of a farm wagon, its elasticity.



WHAT CONSTITUTES A GOOD WAGON?

THIRD. The PROPORTIONMENT of the component parts must be correct, to the end that each member shall be adequate to withstand the strains put upon it, and that none shall be spared any portion of its proper work at the expense of its fellows.

FOURTH. The FINISH must be good, with durable paints and varnishes, also attractive in appearance.

FIFTH. And last, but by no means least,

A FARM WAGON MUST BE LIGHT OF DRAFT.

Clad in Iron, Shod with Steel

THE MOLINE WAGON consists of a hardwood foundation, with heavy iron and steel reinforcements. It not only has heavier pattern **woodwork** but the **iron** and **steel** that doubles its durability, is of **extra size, extra weight** and **extra strength.**

—Steel against steel at friction points.

—Iron protecting wood where strain is the greatest.

—Double bracing of gears and grain-tight box. Is it any wonder that farmers call this wagon the "**IRONCLAD**"?

NEW-DEAL WAGON

NEW-DEAL WAGON.

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

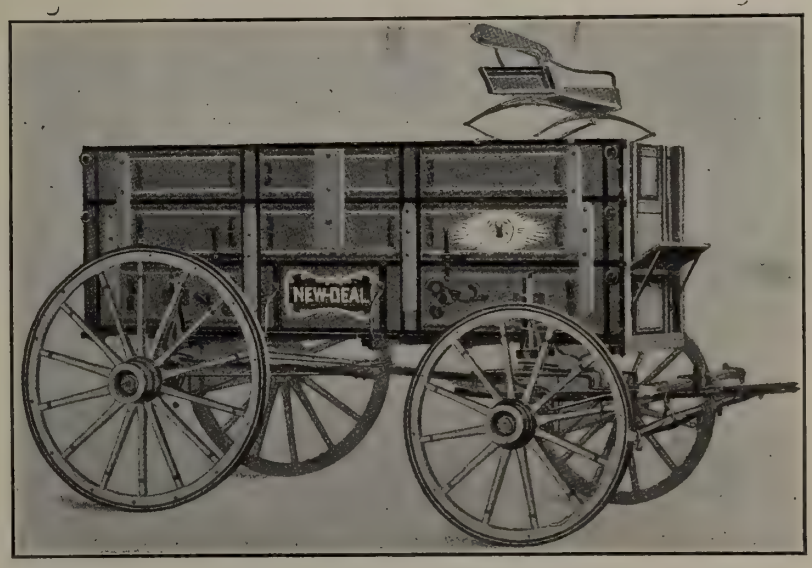
Skeins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed.)

Bottom of Box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



NEW-DEAL WAGON.

Spring Seat, with 3-leaf springs (not single leaf).

Steel-bolster plates on side of box.

Neckyoke 48 in. long (not 42 in).

Has trussed tongue, cannot break or warp.

Has channel ironed reach, really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

A Wagon you can Sell at a Profit.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

We are not exhibiting at the Fair. We will have the best display of Implements and Vehicles ever shown in Canada at 110–120 Princess street.

Call, you'll be welcome.

JOHN DEERE ENGINE GANG

Consider the Purchase Price—
The Extra Durability—
The Great Strength—
The Light Draft—
Small Cost for Repairs—
Number of Men Required—
The High Class of Work you can do with it.

Made in the following styles and sizes:

JOHN DEERE "BIG" ENGINE GANG

Made in 10, 12 and 14 bottoms.

JOHN DEERE "JUNIOR" ENGINE GANG

Made in 6 and 8 Bottoms. Front Extension to make 10 Bottoms.

JOHN DEERE "LITTLE" ENGINE GANG

Made in 4 and 6 Bottoms,

BREAKER OR ANY STYLE OF STUBBLE BOTTOMS INTERCHANGEABLE ON SAME BEAM

HERE IS THE PLOW for the man who wants the best. Furnished all ready to hitch on to any engine—no extras to buy. The frame is trussed, braced and riveted like a big steel bridge. No bolts to work loose and drop out. All the weight is distributed between three wide-faced, easy running wheels. Front wheels are pivoted and always in line with the draft. The entire plow can be turned shorter than the engine can turn. Wheel boxes are dust and sand proof and have large grease cups.

Each pair of plows is supported by a gauge wheel between the beams and so attached to the lever that it assists in raising the plows as well as regulating the depth of plowing. These are heavy, cast wheels with the solid, smooth side toward the furrow, so they do not catch trash.

Beam Construction.—Arched beams are used on all our Engine Gangs, giving more clearance, and being constructed along correct lines out of the best materials obtainable, and properly braced; the arch beam is superior to the straight beam and standard construction. "We have used both kinds" and have adopted the arch beam construction.

Screw Adjustment to Clevis.—Plows can be levelled up or depth of plowing changed while at work, "no need of stopping engine." No nuts to loosen, no set screws to adjust. Simply place a wrench on the square end of the screw and give as many turns as may be necessary.

One man can handle this gang and fire the engine. **The Most Successful Engine Gang Built.**

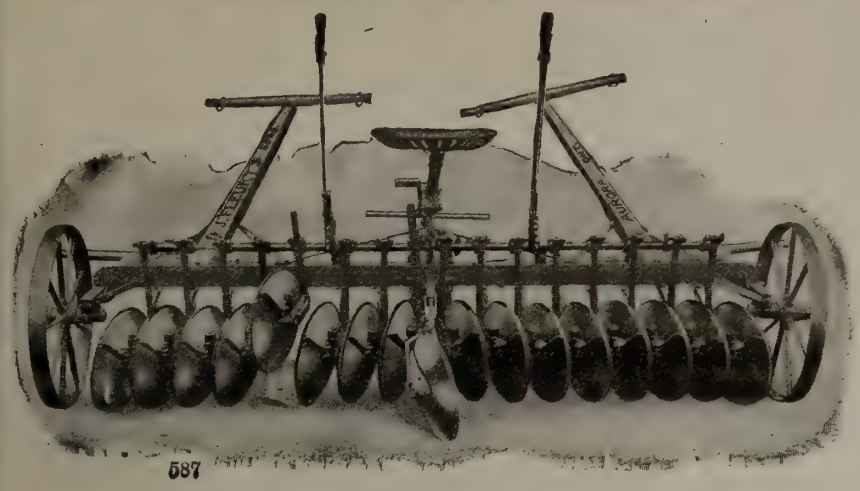
JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

This Engine Gang will be used in the Agricultural Motor Contest at the Winnipeg Fair.

CYCLONE DISC



CYCLONE WHEEL DISC HARROW

EASY to move from one field to the other. No danger of dulling discs on hard road. Can be backed or turned anywhere. Each disc is independent and equipped with a pressure spring, the same as a grain drill.

More or less pressure can be applied at the will of the operator. For discing stubble fields, summer fallowing, or plowed land, it has no equal.

Can also be used as a weeder or cultivator, being so constructed that the disc can be set at any depth desired; the space between discs being thoroughly worked and draft much lighter than a cultivator.

Write for Catalogue.

The John Deere Plow Co.

invites all Implement and Vehicle Dealers

visiting Winnipeg Fair

to call at

110-120 Princess Street,

and inspect their

Display of Farm Machinery and Vehicles—

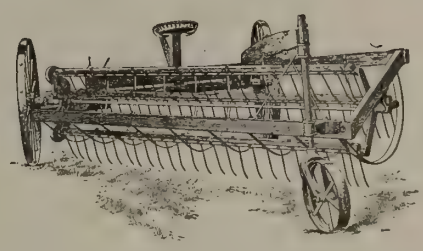
the best ever shown in Canada.

Have your mail and telegrams addressed to our office and make our establishment your head-quarters during the Fair.

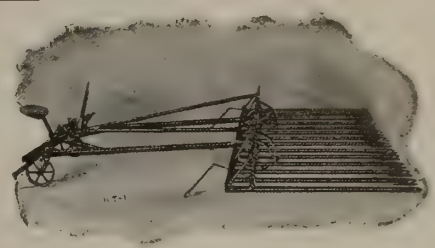
Wherever hay is raised dealers can make money selling the

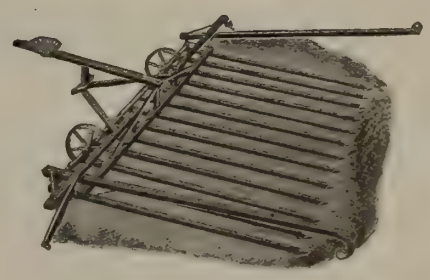
THE GREAT DAIN LINE

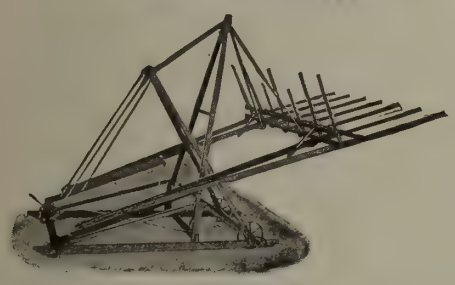
OF

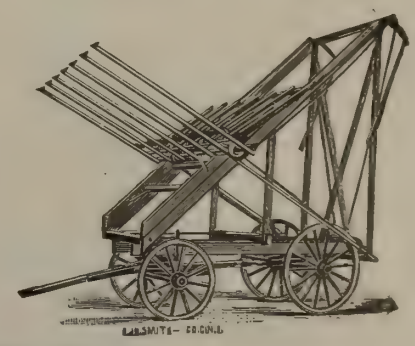


HAY TOOLS









The TIME, HAY and LABOR SAVING features Dain Tools possess and the supreme satisfaction they give the users, will spread a reputation for efficiency over your entire territory and will cause hay makers to come to you for DAIN Tools.

The Dain Line comprises a variety of tools from which any hay maker's requirements can be supplied with equipment especially adapted for his use.

Write at once and secure the agency for this money-making trade-building line of Hay Tools.

The Dealer selling this line of Haymaking Machinery will control the trade of his district.

Dain Manufacturing Co., Ottumwa, Ia., U.S.A.

L. D. KOSER, PRESTON, ONT., Canadian Representative.

FOR FULL PARTICULARS AND PRICES WRITE:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **CALGARY** **EDMONTON**

We are not exhibiting at the Fair. We will have the best display of Implements and Vehicles ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

Terms and Prices, Continued from page 17

terms affect trade? I maintain it will be a godsend to all parties concerned. The manufacturer can afford to sell for at least 15 per cent. less on a cash basis—the dealer can do business for 10 per cent. less, and hence the farmer can buy for 20 per cent. less—all will be happy, no worry or expense about collections. Bookkeeping simplified, the credit man's salary saved; many little items of expense will have no place in business; more business will be done at less expense and more profit; worry become a lost art. But from what source must the new terms emanate? From the manufacturer? The material men are wise to the game and have fixed their terms. Time was when the manufacturer could buy material, make his machines, sell them, wait on the dealer until he could collect from the farmer after he had sold his crop, and then be in time to meet the due date on the material. If the organizations that changed the terms will give us the benefit of a corresponding reduction in price, we will hail with delight the new order of things all along the line.

Now, what we dealers should do, and that quickly, is to get just as near the cash basis as possible. Buy for cash only, and see to it that we get the proper cash discount. What is the sense of a responsible dealer paying from 10 to 20 per cent. more for goods in order to get a few months' time to pay for them? Why not borrow the money at our bank, if we are short, and pay interest only, saving the extra amount always added by the manufacturer for risk, collection, extra expense, and finally interest? We may not be able to see the extra amount added—it is always hidden. But rest assured, it is there every time, and interest is not the principal item added in establishing the selling price. Then again, having bought for cash, sell for cash, or have a cash and a time price, with a just allowance for cash, and if sold on time take settlement before delivering the goods by an interest-bearing note and at the time price. This sends them to the bank to borrow the money to pay cash. The machine will always work better. You can sell a little cheaper because of the saving in at least three items named in our cost schedule. The dealer who makes a practice of delivering goods on open account, without note settlement, needs, "fixin'," in fact, does not deserve success. He ought to fail, and will, sooner or later, if he don't mend his ways. Now, then, if this is the correct method, and I am fully convinced that it is, why not say to the manufacturer: "Bring on your stall-fed broncho—we are ready to meet you in the open." It is amusing to read the reports of the manufacturers' conventions and conferences published from time to time, and the Lord only knows how much they have resoluted, discussed and even cussed (in private) the mooted question of Terms and Credits. I believe they are right, and only wish they had backbone enough to put the shorter terms (and I will go them one better, and say shortest terms) into effect at once. For any sane man can very readily see that if this is done that we as dealers are entitled to a proportionately larger discount on our purchases. They admit that the present system of doing business is costing them from 15 to 20 per cent. Then, if we eliminate the cause, we are entitled to the effect. The manufacturers are entitled to shorter terms—in fact, they are forced to it—but the manufacturer who says, "Shorten the terms and lengthen the price," is weak in his head or bad in his heart. They have a just cause to ask for shorter terms, but there is no reason under heaven for an increase in price. If they want shorter terms then buy them and pay for them out of the savings resulting from the change of methods in doing business. This is fair, equitable, just, and they can be bought cheapest in this way. In fact, no creditable manufacturer would consider for a moment the putting into effect the shorter terms or cash basis without making a reasonable discount in return for the favor. This means that the cost of material and cost of manufacturing, as they go up or down, will affect the cost of merchandise, and without taking in consideration the extra hazard of long terms.

GETTING SOMETHING FOR NOTHING.

At the present time the cash buyer and the dealer with the highest credit rating is buying time whether he wants it or not, and putting up his pro rata share against the risk hazard when there is no risk encountered in his individual purchase. He is buying and paying for something he don't want. and something that is never delivered to him. This may be considered just that all shall be treated alike. It may be humane that the rich shall help the poor. It may be considered biblical in the sense of "bearing one another's burdens." But to my mind it is not just to take a man's money and not give him an equivalent in return. It is not humane to ask a dealer to put up a certain percentage of his purchases to help establish a competitor in his own town, perhaps just across the street from him, to antagonize his business, jeopardize his interests, making it impossible to do a straight, legitimate business, and realize a fair margin of profit on the merchandise honestly bought. The point I am trying to make, and it applies to the manufacturer as well as to the dealer, is that we should have a strictly cash basis with price justly adapted to this basis—all blue sky eliminated, —every deduction made, price based on actual cost of merchandise sold including cost of doing business, accurately figured, not guessed at, plus a legitimate margin of profit. As it may be impossible to put everything on this basis (what can't be cured must be endured), then for such as insist on doing business along the old lines of long terms, and long prices, have an entirely different schedule of prices that apply to this method only, and to this schedule of prices must be added all the luxuries that go with that antiquated system of doing business. The price must be just as long as the terms. Now, some may say this works an injustice to the small dealer. I maintain that this does not necessarily follow. Any dealer worthy of credit with the manufacturer can get that credit at his local bank where he is better known, and buy his goods just as cheap as the larger dealer except as to quantity, and with the numerous transfer stocks scattered over the State at every principal distributing point, it is unnecessary to order in large quantities, and the slight difference in quantity discount will work no great hardship on the small dealer. He can keep a cleaner stock, and turn his money oftener and make a large profit and do a safer, more satisfactory, and more profitable business by far than by the present method.

DEALERS STAND ALONE.

Finally, gentlemen, we stand alone as individuals, between the upper and the lower mill stone as it were—manufacturer from whom we buy demanding shorter terms; farmers to whom we sell demanding longer terms. What are we going to do about it? "Hang together or hang separately?" Remember that from 30 to 50 per cent. of our number quit the job annually. If you are quitters, quit, and do it now, but if stayers, then make this federation the father of a movement. 1st, to devise a system of buying, marking and selling goods that will insure a reasonable margin of profit on the merchandise we sell. 2nd, to promote good fellowship among the members of the federation, and establish such confidence in each other that we will realize that even our competitor has a right to exist though he may be located in close proximity, and seeking patronage from the people of our community. 3rd, to formulate plans for a closer affiliation with the national organization of manufacturers and jobbers that, working together, each respecting the rights of the other (for we are links in a great chain each dependent upon the other); we may adopt a system of terms and prices that will be for the best interests of all along the line, from the raw material to the final purchaser of the manufactured product, with equal rights to all and special privileges to none.

This is ideal, but it should be real, and, gentlemen, while I am not a pessimist nor a prophet, I am fully convinced that if we neglect to do our duty in this matter at this time, that the "cat. house" and the "branch store" will flourish like the green bay tree, and the retail implement and vehicle dealer will soon be a thing of the past. This is no theory but a stern fact. It is a question of life or death. If death—then farewell, and peace be to our ashes, but if life, then prepare to live and grow to make the most of our opportunities. The outlook for the future was never brighter, if we are prepared to meet the changed conditions; we may not be responsible for the condition of affairs as they now exist, but the sense of duty and privilege demands immediate, well-advised action. The tendency of the age is toward organization, but the organization that has for its one aim—financial profit—is doomed. The dominant principles of the successful organization must teach charity, inspire confidence, infuse loyalty, and demand a square deal between man and man. May this federation thus develop in power and usefulness, and may each individual member remember that "He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction."

ANNOUNCEMENT.

We have arranged to make exhibits of S. & M. Threshing and Road Making Machinery at the following Fairs:

Calgary, July 5-10
Winnipeg, " 10-17
Brandon " 19-23
Regina " 27-30
Saskatoon, Aug. 3-6

INVITATION.

We extend to all our Customers and Agents also intending Purchasers a hearty and cordial invitation to visit our exhibits and not only become more fully acquainted but learn something about the most up-to-date threshing goods on the market.

Machinery will be shown in operation

SAWYER & MASSEY CO., LIMITED, WINNIPEG

The Name Tells a True Story.

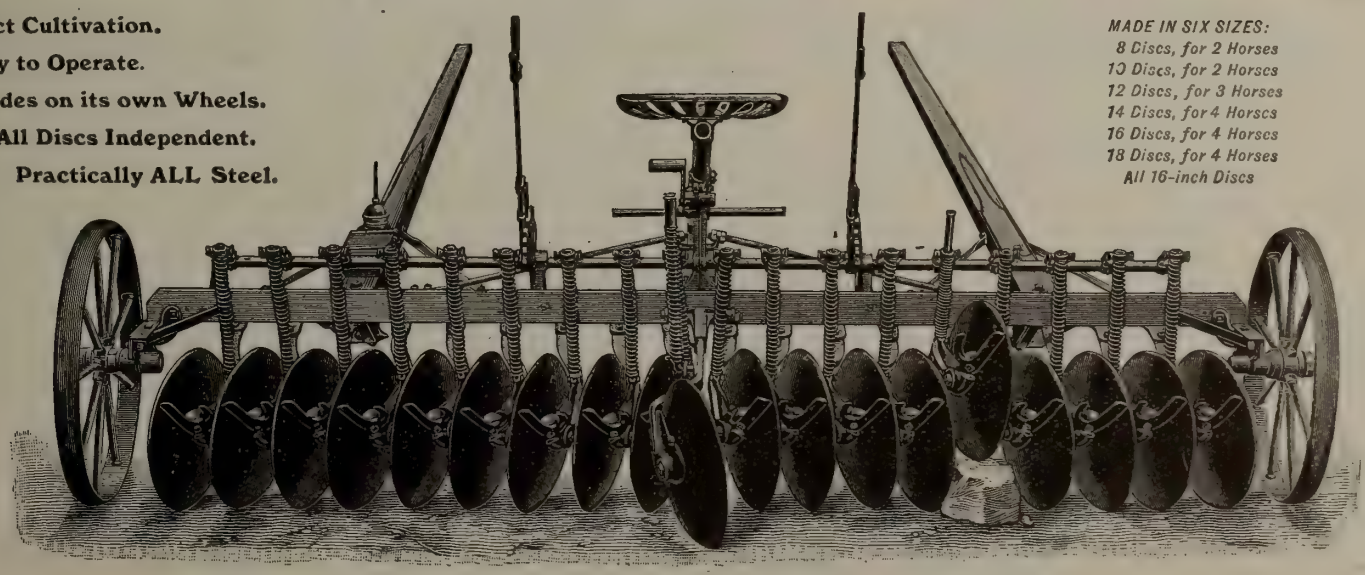
SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,

310 Ross Avenue Winnipeg Man.

A Side Light on Mail Order Correspondence.

Mr. Joe E. Johnston, a prominent dealer in implements and hardware of Dallas, Texas, in one of the amusing circular letters that he periodically sends to his customers, makes the catalogue house tell a little of the truth about its method of corresponding with dissatisfied clients.

"In due course of time they will get a reply sent them by some young lady typewriter who does not know the difference between a threshing machine and a coffee mill, telling them just what to do, and if that does not remedy the trouble write us another letter, but don't come to see us, for we haven't time to talk to you. We want you to write us, as we have plenty of printed letters, and we will have another one of our girls to give you a dose of No. 2, which we believe will be satisfactory. Should this fail, we will try No. 3. This is almost infallible, for this girl is red-headed, and she is one of our best; she can give you any information you may desire, because they have a car load of catalogues, and the letter she is going to send you was printed in Chicago several years ago, form No. 3 (that is her number), and all she has to do is to write your name, address and date, and you will get an answer up to date.

"If this does not suffice, we have more girls and plenty of letters already printed, and our girls haven't anything to do but to answer your letters, and we must keep them busy. Please write to us whenever you haven't anything else to do, for our girls like to write your name and address, if you haven't a name too hard to spell, and you will kindly follow our instructions printed in all of our catologues telling you how to send money; but don't make a mistake and send notes, unless they are bank notes, for we can't buy our girls chewing gum with notes, and we know they must have gum; it is good for them, besides it aids in digestion, and you know it is very difficult to digest some of the letters we get.

"We want you to help us, for we think a great deal of you. We often dream about the way these merchants have been treating you. They don't send you big catalogues like ours, with the prices printed in big figures at the top and the trimmings in small figures at the bottom of the page. It isn't our fault if you don't add the cost of the trimmings, for we always put them in our book, and you know we can't put everything in large type, because it is not advisable to do so.

"We are your friends; we will sell you all the goods you want if you will follow our instructions to send your money with order.

"We have your name on our mailing list, but we don't want it on our books, for we haven't any room for charge accounts. Besides, money will buy our girls some gum, and lots of other things we like."

The above pretty well shows the fallacy of the claims made by self-styled friends. It tells the unvarnished truth—what really happens—a little different, perhaps, from the honied flattery so lavishly dished out.

It is a pity for the retailer that Mr. Johnston's letter could not be read by every customer of the mail order houses.

A 20-h.p. International Gasoline Traction Engine, pulling a six furrow John Deere Engine Gang, at Shoal Lake, Man.

Pointers on the Game Laws.

As the season opens for Upland Plover July 1st, it shall be necessary for residents of cities, towns and incorporated villages, who intend hunting, and have not yet provided themselves with a game bird license, to make application forthwith and obtain a license from the Department of Agriculture and Immigration, Winnipeg, before going to hunt. See sub-section (e) of section 7 of "The Manitoba Game Protection Act."

For further information to the public it is imperative that all persons wishing to go hunting deer of any kind during next open season, must apply for their license on or before November 30th, 1909, after that date no licenses will be issued. See subsection (c) of section 3 of the Act.

Prince Rupert Harbor Frontage.

A final agreement has now been made between the provincial government of British Columbia and the Grand Trunk Pacific Railway Co., with regard to the water frontage at Prince Rupert. The total frontage of the town site upon the harbor is 28,000 feet. This is divided into ten parts, the Government retaining five of these or every alternate one, which amounts to a total frontage of 8,500 feet. The remaining five parts, with a total frontage of 19,500 feet, go to the railway company. This arrangement is calculated to secure free access to the water at all times, and permit erection of public and private wharves. After a recent survey of the harbor and entrance, the engineers of a British vessel pronounced it to be the finest in Canada. The harbor is formed by a protected curved inlet 16 miles long and 1 mile broad. The average depth is 26 fathoms, and the bottom has good holding anchorage. There is 30 feet of water at the lowest tide.

The Country between the Lakes

A glance at the map of Manitoba reveals a vast extent of country lying between Lake Winnipeg and Lake Manitoba. This district, almost as large as the settled portion of Manitoba, is at last receiving the recognition it deserves.

Daily over the Oak Point branch of the C.N.R. and the Teulon extension of the C.P.R. travel parties of homeseekers, homesteaders and prospectors. This country is settling up at a very rapid rate and it may safely be predicted it will yet be one of the most prosperous districts in the Dominion. This portion of Manitoba differs greatly from what is generally called the prairie. Originally forest land and much of it yet covered with brush, fallen logs and stumps, it is quite a different proposition for the homesteader to tackle than he met with on the Portage Plains or Big Plain.

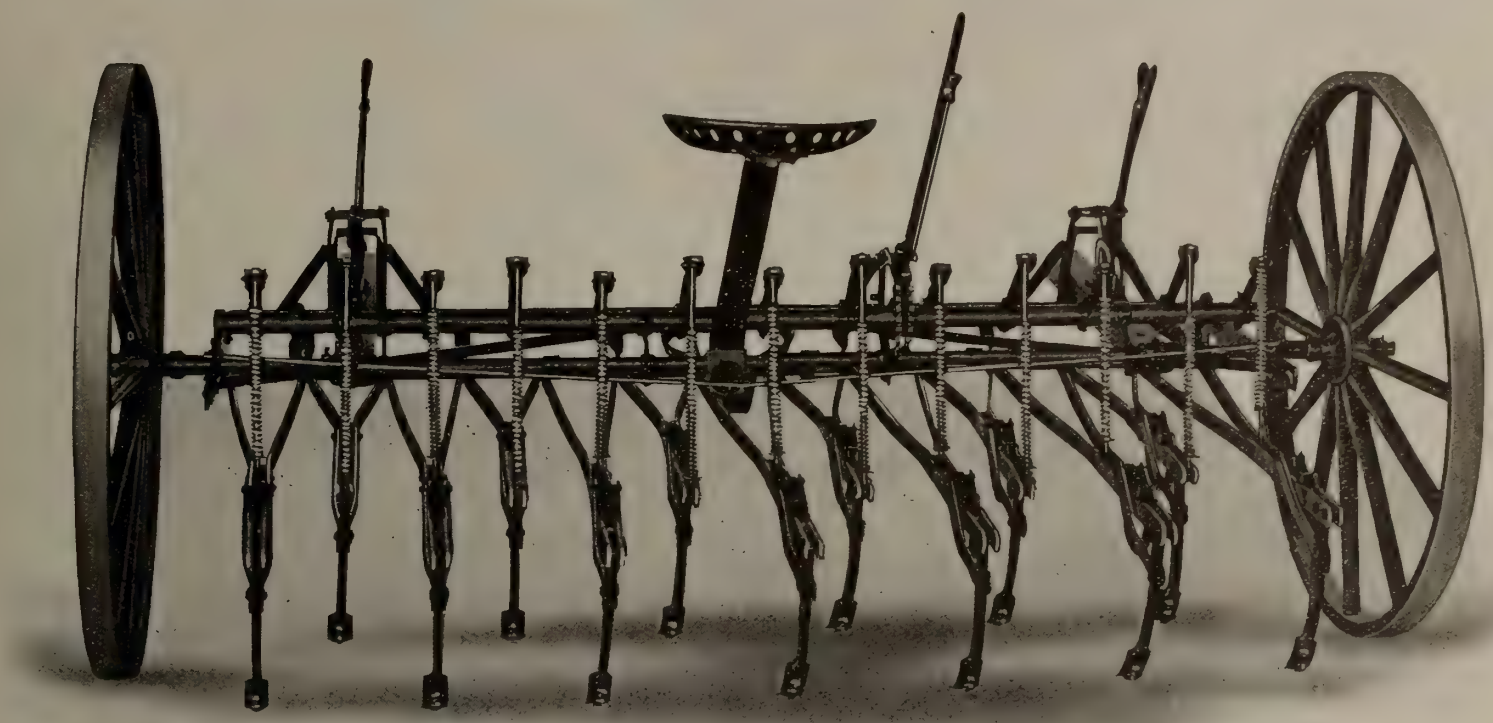
The soil is, however, of unsurpassed fertility—wood is abundant, wild hay plentiful; and some tracts of country, notably along the Washow River, are of wonderful natural beauty. Fish and game are plentiful.

The settlement of this district will bring about a lively demand for machinery of the heavier type. Brush breakers, of extra weight and strength. Powerful sleighs and wagons, and hay presses will be lines in great demand for years to come.

The development of the lake country, with its varied resources of agricultural land, timber and building stone, will mean increased business and prosperity to the country as a whole.

To Destroy Noxious Weeds

The Farmer Demands a "CLIMAX" CULTIVATOR



Western farmers have been using this Implement for several years with great success, and its reputation is such that it makes a most profitable line for any dealer to handle. The Eradication of Weeds from Farm Lands is a live topic to-day, and farmers are beginning to realize that they must use some systematic method to keep weeds from destroying their farms.

Agricultural Colleges and prominent farmers are taking an active interest in this work and, after experimenting with various methods, they agree that there is no better or more economical way of keeping the land free from weeds, than by the use of a good Stiff-Tooth Cultivator. We have the Implement for the work—it's known as the

Frost & Wood Climax Cultivator

When it is equipped as shown in illustration, the teeth can be put into the ground and the roots of the weeds literally torn out of the earth and left on the surface. We have seen fields, that were absolutely useless because of the prevalence of weeds, cleaned in one season by the continued use of this Implement. For cutting thistles or for the cultivation of land the Cultivator is equipped with 4 inch, 7 inch or 10 inch points,

There are farmers in your vicinity who could use this Implement to good advantage—and will do so just as soon as they find out what a Weed Destroyer it is. Write us for catalogues and descriptive folders showing what the Implement has already done and what it is prepared to do for your customers. Sample machines can be seen at our offices at Winnipeg. If you intend going to the FAIR this year, just jot this down in your note-book—"See Frost & Wood, Princess Street, *re* CLIMAX Cultivator." If you cannot see us personally, drop us a line and we will quote you prices that will interest you.

THE Frost & Wood Company LIMITED.

WINNIPEG **REGINA** **CALGARY**

Head Office and Works—Smith's Falls, Ontario

Vast Sums in Farm Implements.

William T. Magender, a writer on farm topics, says in a recent article:

"Improvements in machinery have brought about a steady decrease in the cost of production, notwithstanding the steady rise in wages. To give an idea of the vast sums of money invested in farm machinery, take, for instance, the following states: Iowa has $57,960,000 invested; New York, $56,000,000; Pennsylvania, $50,917,240; Illinois, $44,977,310, and Ohio $36,354,450. The total value of implements on farms in this country is $761,261,000, an average of $133 per farm and 90 cents per acre of farm land. The American farmers buy annually $100,000,000 worth of farm implements. New designs of farm machinery are being added, so that the farm machinery is surely the greatest factor in the development of American agriculture."

These figures carefully compiled give us some idea of the vast capital invested in implements in the United States. But they only represent a fraction of the amount which is really invested. It would be a conservative estimate to conclude that the stocks held by manufacturers and dealers are equal in value to the implements in actual use. To these could be added the value of manufacturers' plants and warehouses and we see that the capital invested in farm implements is surprising in its volume.

We have not the means at our disposal for making an exact analysis and comparison with these figures with regard to the amount invested in farm machinery in Western Canada. The amount invested in threshing machinery is, however, an index to a certain extent of the great sums utilized in exploiting the agriculture of the West.

Last year the number of threshing outfits in use numbered 6,042. Appraising these at $2,500 each gives us $16,000,000 invested in threshers alone. Dividing this amount by 141,133, the number of farmers in the three Prairie Provinces, it gives us $113.36 as the average amount per farm invested in the one item of threshing machinery.

It is probable that $500 per farm invested in implements would come near the mark.

The probability is that in the near future the estimate of $500 per farm will be greatly exceeded. In all farming operations machinery is more and more superseding labor. In fact, unskilled labor will find little employment in the near future.

The demand for expert knowledge in all branches of business connected with agriculture is greatly on the increase. The implement dealer will need to have a wide practical knowledge of mechanics. The farmer will need to be half mechanical engineer and his hired help will have to be anything but similar in type to "The man with the hoe."

The farmer will not be able to afford entrusting costly and complicated machinery to men of low intellectual calibre.

It would seem then that the rising generation who are thinking of following farming and the professions linked with it have need of special education to be efficient. The idea that any fool can be a farmer is getting obsolete. The farmer to look after his business well needs to be a man of high intellectual attainments.

After all, this is the general trend everywhere in the twentieth century. Specilization and expert knowledge are what count in every business and profession. Brains and energy are the only assets that can secure success in any line.

Edmonton.

Notwithstanding the late arrival of spring this year every indication points to a bumper crop. The weather conditions during the month of June have been ideal and growth has been rapid. June is generally a wet month in this section of the country but this year there was abundant rainfall in May. The old timers declare that they have never have experienced better weather conditions for the crops.

The acreage under cultivation this season will not show a very marked increase over that of last year. The lateness of the spring has been the main cause of this condition of affairs. It is encouraging to report great activity in the breaking of new land.

The settlement of the districts to the north of Edmonton is going on rapidly. The new arrivals being mostly emigrants from the British Isles. They are a fine class—people who have come to the country to stick to it—whose ambition is to build up homes for themselves and develop natural resources. Some of these people are getting traction plowing outfits. A few weeks ago the Bellamy Co. outfitted an English firm trading as Baly & Co., with a seven furrow plowing rig out. For the motive power they have imported a 20 H.P. gasoline engine from Bedford, Eng., and with this tractor they started on their journey of 110 miles to their home at Greencourt P.O. They were pulling two large wagons, one being loaded with the plows mentioned above, and the other with gasoline, oil, etc. The loads would aggregate some 10,000 lbs. So far as yet reported they have been having a successful journey. These people deserve great commendation for their enterprise in taking such an up-to-date rig into that part of the country, where it is so badly needed in order to bring the land under cultivation with as little loss of time as possible.

Other engine-gangs have been placed this spring, indicating that a new era in farming has arrived.

Value Of Plowing Matches.

Nothing will have a better effect towards encouraging the boys on the farm to good, high class work than the plowing matches. In every trade, in every profession we find two classes of workers, the artists and the artisans. The artist puts his soul into his employment and he has an ideal ever before him, he loves his work and all his powers of body and mind are thrown into it, in a striving for perfection. The artisan merely puts in so much time at his job, he may be a good workman, but he will never be a better except for the improvement he may gain in mechanical skill from long practice.

Plowing is the basis of agriculture, "The noblest of all arts." Ill done or half done plowing is almost criminal, one is not doing their share of that noble work of making two stalks of grain grow where one grew before. The plowman must be an artist at his job, (excellent as is the modern plow) if he is to get all the good out of the land he is cultivating. "He who puts his hand to the plow and looks behind him is not worthy of the kingdom of Heaven."

The influence of the plowing match is quickly felt in the district where it is held. It means weeks of effort and corresponding good work at home before the date of the contest. It arouses a fine spirit of emulation. We have known cases where the excellence of the plowing done on one farm has raised the standard in a neighborhood.

Mr. Implement Dealer, give all the encouragement you can to the plowing matches. There is the time and the place to show your plows, also never forget that whatever tends to better agriculture means increased business for you.

Company Incorporated.

A new joint stock company to be known as "The Saskatchewan Evaporated Cream Co., Ltd.," has received letters of incorporation from the Provincial Government of Saskatchewan. The company will be established at Carlsburg and will no doubt be a great incentive to the dairy industry in the adjoining district.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
"SOLD EVERYWHERE WILL WEAR TWICE AS LONG AS ANY OTHER" TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

SPECIAL SUMMER TOURS

To Eastern Canada and New England States

Via Port Arthur or Duluth, Northern Navigation and Grand Trunk Railway in one or both directions, or one way Lakes and the other through Chicago, St. Paul and Duluth.

Service unsurpassed and excellent connections all the way.

Full particulars as to new stop-over points, rates, limits, and reservations may be had on application.

Agent for all Ocean Steamship Lines and Cook's Tours.

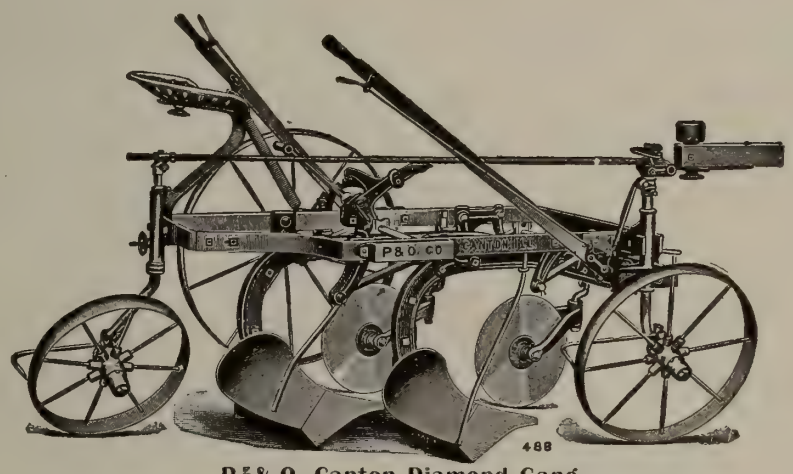
A. E. DUFF,
Genl. Agent, Passenger Dept.
260 Portage Ave, Winnipeg, Man.

P & O

Seasonable Implements to Investigate

While in Winnipeg during the Exhibition. As a dealer you know there has been a shortage of all kinds of implements this year, and even with factories working at full capacity there will continue to be a shortage. Better anticipate your requirements and order NOW. Don't put it off until your customer wants the goods. He won't wait and the other fellow will get the business.

Strength, durability, ease of operation and lightness of draft are four features pretty hard to combine in one implement, but this was accomplished in building the **Diamond** and our general Catalogue will tell you **why** and **how**. The Diamond Plow of 1909 embraces the "knowing how" of 67 years of successful plow building.

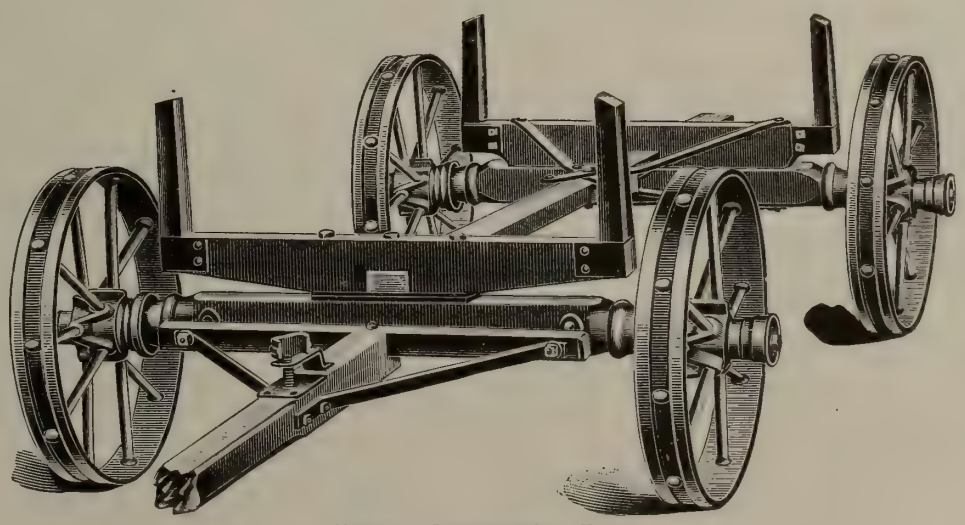


P. & O. Canton Diamond Gang

There are many imitations but only one satisfactory controlling device and it is found in the **Diamond**. The only plow made with which the driver can "back up" or turn a square corner without touching a lever. Your customer will appreciate the advantage of this.

The successful farmer pays a whole lot of attention to his plow bottoms. He knows that properly turned soil means INCREASED YIELD. We contend that P. & O. Canton "Scotch Clipper" Bottoms are the BEST EVER PUT ON A PLOW, and in talking plows to your Customers you should make a point of that, for they will back up your statement.

Regular Farm Wagon 3 by 9 skeins. Wheels 28 and 30 inches, 4 inch grooved tires. Hardwood gear parts throughout. Covered by regular wagon guarantee.



Havana Competition Truck

Not as high - priced as some but **always** delivers the goods. It's a genuine pleasure to sell Havana Trucks for they never fail to please. Better order now before the Fall rush begins.

The most popular truck sold in Western Canada. A substantial farm truck, built to carry a substantial load, but at a moderate price. Three other styles of Havana trucks carried in stock and all of them honestly made of the best materials obtainable.

P & O CANADIAN PLOW CO., Winnipeg

Distributing Warehouses: BRANDON, REGINA, SASKATOON, CALGARY.

Cost of Bread and Beef.

From the U. S. Department of Agriculture comes the important information that "We are not producing so much, in proportion to population, as we were ten or a dozen years ago."

Americans are told that the farms have not kept pace with the increase in numbers.

And they are asked to believe that "this fact alone is sufficient to account for the enormous advance in the price of foodstuffs."

The implication seems to be that nothing is the matter with the Americans—except that more people ought to go farming.

It is also assumed by most American newspapers in the general discussion of the subject that nothing but the lure of the city lights keeps people from farms; that the whole trouble lies in the fact that most of them are frivolous and fond of vaudeville, and that most of the farms are a long way from the Bowery side of life.

This explanation is regarded in some quarters as inadequate. If, in the future, the United States doesn't produce enough food to feed its people, the matter is certainly serious, and the reason that lies back of the fact is likely to be serious, too.

The idea that the prices of bread and butter and beef are going out of sight because the people hate to work outdoors is not to be taken seriously.

There are enough people who want to go farming. The trouble is that the production of food, as well as the consumption of it, has been made abnormally difficult and precarious through the rise of the great food trusts and their allied monopolies.

The alarming increase in the cost of the necessaries of life is not due, as the apologists of monopoly would have people believe, to a sweeping epidemic of vanity and laziness.

It is due to the fact that a few magnates have seized the strategic positions of economic power, and are imposing upon the people a grinding system of arbitary taxation.—Winnipeg Tribune.

The Machinery of the Future.

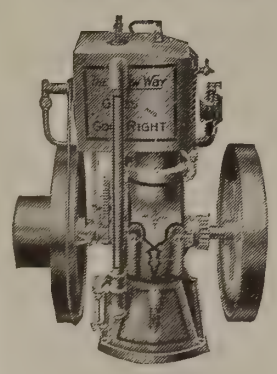
What is to be the farm machinery of the future? If we could look ten years ahead we might see some surprises awaiting us. We may venture to say that surprises are awaiting those who visit the Winnipeg Industrial this summer and see the fine display of motor farm machinery that will be on exposition and in competition there.

Nine firms of world-wide reputations have entered for this competition: Marshall, Sons & Co., England; Russell & Co., Massillon, Ohio; The Avery Co., Peoria, Ill.; The International Harvester Company; The J. I. Case T. M. Co.; The Gas Tractor Co.; The Kinnard-Haines Co.; The Birrel Motor Plow Co.; and the M. Rumely Co.

In all there are twenty different designs in motor machinery to be on view—an exhibit of exceptional interest. There is little doubt that in this exposition of motor machinery we shall get ideas of what farm machinery in the future will be. Probably many of the designs shewn will, ere many weeks, be in use on the larger farms.

The exhibition of threshing machinery also promises to be of exceptional interest, enterprise and invention have been busy on these lines. The show of cream separators will be quite as interesting as was that of last year. The importance of these machines in the economics of the country is now understood by dealer and consumer.

"NEW WAY" Air Cooled . . . Gasoline Engines



3½ h.p. "New Way" It's all in the picture. No water or gasoline tank.

Made in two sizes, 3½ h.p. single cylinder and 7 h.p. double cylinder opposed engines.

Guaranteed to operate equally well in hot or cold weather.

LIVE AGENTS WANTED

WRITE US FOR PROPOSITION

The Gasoline Engine Supply Co.

36 MAIN ST., WINNIPEG.

We also carry a full line of supplies for Gasoline Engines and Motor Boats.

Getting a New Member.

A well known dealer in Missouri had a competitor in a neighboring town who insisted that nothing could be gained by organization and that the implement business had gone completedy to the bad, that prices were demoralized and could not be restored to a basis which would make the business remunerative. He concluded that he would endeavor to convince his competitor and friend of his mistake, he agreed with him to take over his business for a day. He took the schedule of prices which he adopted for his own business and as fast as the customers were introduced to him he proceeded to explain the merits of the machines, completely ignoring all inquiries concerning the prices until he had finished his story.

Then he gave them the prices: The result was that not a sale was lost—no concessions made of twine, axle grease, paulins, or jack knives. The day's business was a success and every article was sold at the established price and the customers were pleased.

The dealer who had this object lesson presented to him acknowledged his mistake, and sent in his application for membership in the Association and in the local club in his county.

Our member has simply demonstrated that salesmanship does not consist of cutting prices on goods close to the actual cost simply because buyers circulate reports of reductions which have been made by competitors, and that goods can be sold on their merit.—Implement Dealers' Bulletin.

Dairymen and Automobiles.

At the recent covention in Chicago of dairymen from five States a remarkable situation in respect to the use of automobiles was revealed. Of those attending, 112 were asked as to the use and value of autos to them. It appeared that 38 owned autos, and 11 had more than one machine, mostly used to transport products, but several so equipped that they can operate separators, churns, etc. One runs a bottle washer and another pumps water to flush the dairy barn. Reports showed a steadily increasing interest in automobiles and good roads.—Farm Machinery.

Keeping Track of Inquiries.

Follow-up systems have been tried with good success by many implement dealers. One said recently that he considered his outfit worth its weight in gold, which of course, was putting it a little strong. There is no doubt that it pays a dealer to record all enquiries and prospects and keep tab on them. This means to follow them up until he or some other dealer gets the business. Entry should be made of every prospect, whether knowledge of it comes from the farmer direct or through hearsay. Advertising matter that fits the case should be forwarded and letters written occassionally. Many a dim prospect has been changed to an actual sale by judicious handling on the follow-up plan. Farmers who have idly talked of buying certain tools, with no intention of doing so, have been induced to make good their bluff and others, on the point of buying elsewhere, have been drawn to the store of a dealer whose reminder appeared at the psychological moment. The work is easy and fascinating and the cost insignificant compared with the results.—Farm Implement News.

The Editor's Song.

How dear to my heart is the steady subscriber,
Who pays in advance without skipping a year;
Who lays down his dollar, and offers it gladly,
And casts 'round the office a halo of cheer.

Who never says: "Stop it, I cannot afford it!"
Or, "Getting more papers each day than I read;"
But always says, "Send it, the whole outfit likes it—
In fact, we regard it a business need."

How welcome is he when he steps in the sanctum.
How he makes "our heart" throb, how he makes "our eye" dance!
We outwardly thank him—we inwardly bless him—
The steady subscriber who pays in advance.

—American Printer.

Hero Grain Separators and Hero White Cloud Washers

We have certainly captured the 1909 Business. Sold through the Trade only.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Separator offered the public.

We now also manufacture

the "Hero White Cloud" washing machine protected by U. S. and Canadian patents.

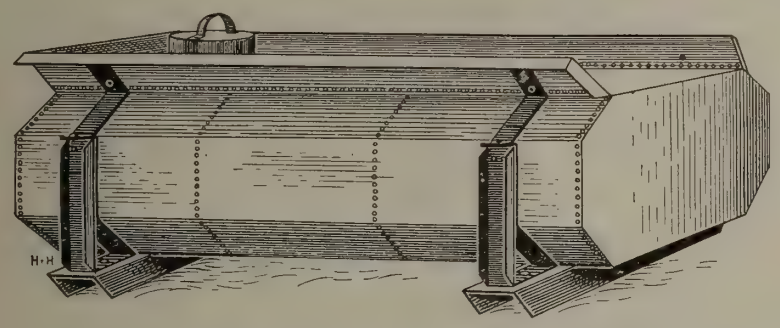
By the introduction of this machine the washing problem has been solved.

No other machine can equal its work.

The "Hero" washer will last a lifetime. Made in Galvanized iron and genuine copper.

See our Exhibit at the Fairs or write for Catalogues and full Information

Hero Manufacturing Co., Limited Winnipeg.



We Manufacture

Wagon Tanks
Cistern Tanks

Round and Square End Stock Tanks.

While at the Fair call and see our exhibition in centre Industrial Building.

RED RIVER METAL COMPANY

51–53, Aikins Street, Winnipeg

M. RUMELY CO.

Regina, Sask. Winnipeg, Man. Calgary, Alta.

WE BUILD

PLOWING ENGINES THRESHING MACHINERY

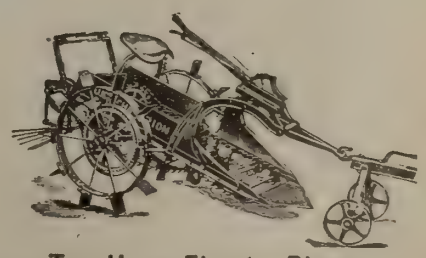
Agents wanted for unoccupied territory.

How Does This Row of Potato Machines Strike You ?

Cutter.

Automatic Planter.

Four Row Sprayer.



Two Horse Elevator Digger.

These are world beaters; there is still territory open. Dealers will do well to apply at once for our liberal offer to furnish sample on approval.

OUR CATALOGUE FOR THE ASKING.

CANADIAN POTATO MACHINERY CO., LIMITED **GALT, ONT., CANADA**

Successful Selling.

The man who just earns his wages or his commission, who never attempts to be of more value than he is paid to be will never be much of a salesman or of much account anywhere. Success in salesmanship, like success anywhere, along the line, calls for a constant struggle upward.

There is no such thing as falling up hill. Men are sometimes chucked upwards by fate but they have invariably come down with a thud that meant the falling of dead weight.

Industry is one essential factor to success. It is necessary to keep busy. Life is short and there is little time to spare in the climb towards the top. There is certainly no time to waste. Industry is the keystone of success.

One must be persistent. There must be unwearied endeavor to succeed. Persistence is what makes a man smile at the curt "No" flung in his face. Many a buyer can be coaxed by a little careful handling. There is, however, a difference in persistent effort and disagreeable importunity. Importunity will offend and drive away custom.

It is the business of the salesman to help customers to find the things they want, besides supplying them with the things they ask for. The man who is most successful in this is the best salesman. It is folly however to overload a customer, for a part of salesmanship is to carry at heart the interests of the customer. It is frequently the case that the salesman knows better than the buyer what ought to be bought. In the selling of farm machinery the implement dealer has often customers who are "green"—young men who are going to make a brave attempt at the calling of the agriculturist but who have little or no experience of farming or the use of farm machinery. The salesman's experience can be of inestimable value to such customers and it is within his power to create a lasting favorable impression. It is at this juncture that the poor salesman falls down. He loads up his man, while the wise one restrains himself and so lays a solid foundation for future business.

A man cannot succeed in any calling who neglects his health. With health as a basis any man has ten times the chance to make a success that he would have without health. Eat to live. Sleep till rested. Take exercise and recreation sufficient to keep your mind fresh.

After health comes the necessity for making one's self personally pleasing. A salesman should have other things to talk about than shop. He should be well posted on current events that he may be able to reply intelligently to a question asked him.

To sum up in a single word all that is requisite to make a successful salesman, have tact. Tact is the ability to make a customer feel comfortable. Lack of it makes the blunderer. Tact tells a man the right thing to say and the right time to say it. It keeps a man, too, from talking about subjects that may be dangerous matters with customers with whose family history he is unfamiliar.

Tact is a wonder worker in the selling line. It is almost a cure-all. Cultivate tact and salesmanship will cultivate itself.

The Crop Reports.

It is many years since so optimistic a feeling prevailed as regards the growing crops as is now in evidence everywhere, almost on every face.

The month of June has been remarkable for phenomenal, we might say record, growth. It has been gratifying to glance over the crop reports in the daily pepers: wheat 2 inches high, wheat 6 inches high, wheat 12 inches high, have been announced to us in rapid succession.

With the great start the crops now have, average conditions of rain and sunshine will ripen for the West a bumper crop. An average crop means good business, a crop above the average means big business.

A complete crop failure is in the light of present conditions out of the question. The extent of country under cultivation stretches so far that though one section may suffer from hail, another from drouth or a third from excessive rainfall there is hardly a possibility of the whole country being affected by adverse circumstances.

The crop prospect is good, we have never known it better at this time of the year. We have every confidence that there will be over 100,000,000 bushels of wheat for export. Twenty years ago people would have considered such an estimate as visionary; twenty years hence it will seem small to what will be for export then.

The world expects great things of the Canadian West. We expect great things ourselves. Great things will come to pass if the men of the day and the generation growing up play the game of life as it should be played.

Expansion of Automobile Business.

The automobile industry appears to be the only one that has not only experienced no decline during the recent financial depression, but which continued to advance at a rapid rate. Recently published statistics furnish a fair indication of this advance since 1898, when the modern type of machines was first introduced and since when nearly all improvements have been made. The statistics show that in 1898 there were twenty-four concerns making cars in the United States. Now there are 253 concerns, 100 of which turn out cars that are well known and are factors in the market. The capital invested in the industry in 1898 was not more than $2,000,000, while now, with kindred trades, salesrooms, garages, etc., the capital invested is close upon $200,000,000. Eleven years ago there were not more than 1,200 automobiles in the country, while now the figures indicate that there are about 160,000. This is twice as many as are in use in all Europe.

In Western Canada, the automobile sales have been phenomenally large. The firms doing business in this class of goods have had their organization taxed to the utmost to meet the demands of customers. There is an increasing country trade both among business men and farmers.

Persistent Advertiser.

The constant drop of water
Wears away the hardest stone;
The constant gnaw of Towser
Masticates the toughest bone;
The constant cooing lover
Carries off the blushing maid;
And the constant advertiser
Is the one who gets the trade.
—Harness Gazette.

Cream Separators.

When in doubt you can safely work on cream separators. They are in season twelve months of the year and every family that has two or more cows is a possible customer. Keep after the trade.

THE RIGHT OF WAY

That forward movement so much desired by dealers with progressive aims is a reality among those connected with the Manitoba line.

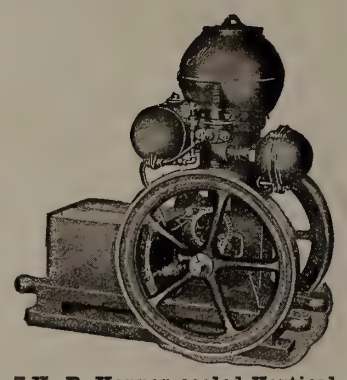
We hold the proper lever on the business—

Let us reverse the condition that has drawn you backward, and take you fast and straight ahead—no stops—no sidetracks. The importance of our schedule gives US the right of way.

The Manitoba Line.—Gasoline Engines, vertical and horizontal, two to 25 H.P., water or oil cooled, hit and miss, stationary, semi-portable, portable, threshing — Windmills, pumping and power, feed mills, wood saws, pumps, tanks, cylinders, etc.

The agency is available in some sections and valuable in all—Hook on, Mr. Dealer.

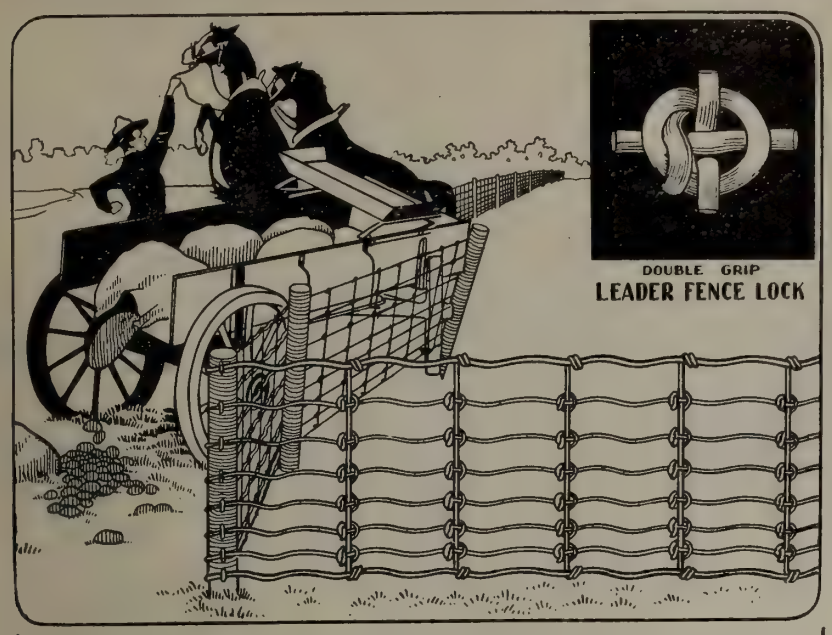
See our Exhibits at the Big Fairs.



7 H. P. Hopper-cooled Vertical Portable Engine

THE MANITOBA WINDMILL & PUMP CO., LTD.

BRANDON, MAN., AND CALGARY, ALTA.



Broke Post but Not the Fence!

The Leader

And it is the common sense construction of it which gives it **double grip** and **double strength.** We also manufacture Coiled Spring Wire, Lawn Fencing, Farm and Lawn Gates. While at the Fair be sure and call and examine our goods at Factory, as we have a money-maker for the dealer.

MANITOBA ANCHOR WIRE FENCE CO.

P O. BOX 1382. COR. HENRY AND BEACON WINNIPEG

The "Wizard" Portable Grain Elevator

CONSTRUCTION

The "Wizard" Portable Grain Elevator is built any height, standard 18-ft. leg.

Grain is elevated by cups and conveyor by worm screw.

Mounted on skids, but can be operated on a wagon or truck.

Hopper swings back out of the way for wagon.

Leg swings down when moving and rests on frame.

Spout can be swung in any direction, or up or down.

Will save its cost in one Season.

It is a back saver, time saver, money saver.

It will save three men's time and two teams at least.

OUR PRICES ARE RIGHT

For loading cars and filling granaries—it can be operated by horse power or gasoline engine.

This cut shows Elevator mounted on truck, with leg up and hopper ready to receive grain. Write for prices and terms. Agents wanted.

Our Line of Specialties include—Steel wheel Trucks, Caboose Trucks, Rotary Plow Harrows, Harrow Carts, Sewing machines, Disc Sharpeners, &c.

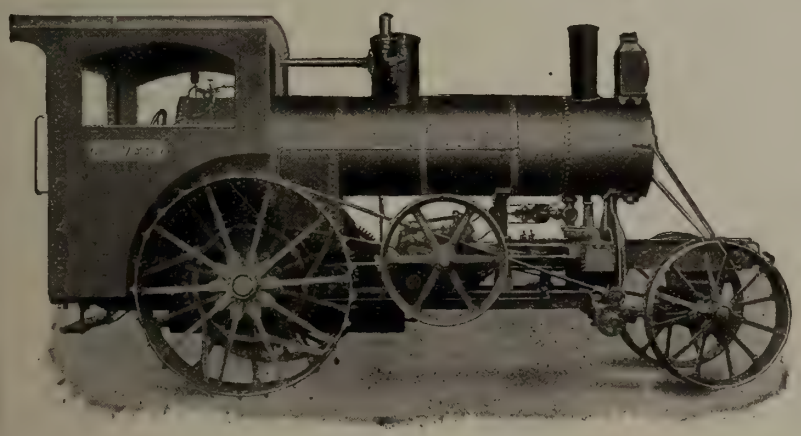
THE HARMER IMPLEMENT CO.

142 PRINCESS STREET WINNIPEG

SEE OUR EXHIBIT AT WINNIPEG FAIR.

AVERY ENGINES and "YELLOW FELLOW" SEPARATORS

PROVEN BEST BY THE HARDEST TESTS.



The "Avery" Double Undermounted Engine.

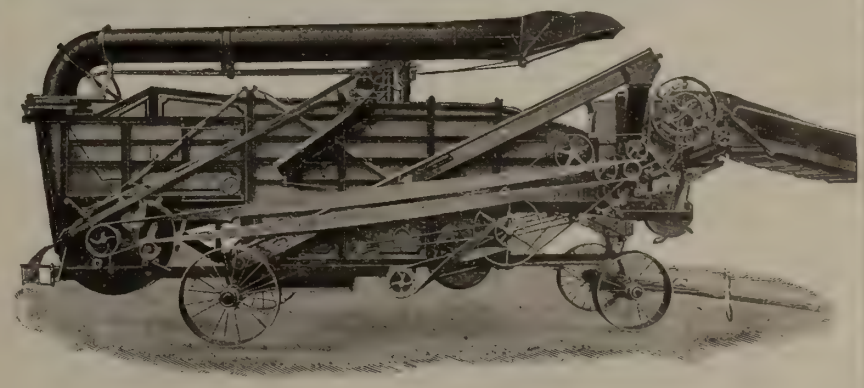
AVERY "Yellow Fellow" Separators are built in thirteen different sizes, all the way from 19 x 30 to 42 x 70. Our two latest additions to the ranks of the "Yellow Fellow" line are our 19 x 30 and 22 x 36 separators. Suitable for operation by gasoline engine.

WHEN ATTENDING THE FAIR let us show you the best thresher line for the live dealer.

Our latest catalogue on request.

AVERY Single Cylinder Return Flue Engines are made in 12, 14, 16, 20, 25 and 30 H.P. sizes. They are the most economical on fuel and repairs. Easiest to fire and smooth runners. The best for the dealer to recommend his customers.

AVERY Locomotive Style, Undermounted Double Cylinder Engines are made in 18, 20, 22, 30 and our new 40 H.P. sizes. Specially designed for heavy traction work. Like all our engines our new 40 H.P. is perfection in engine construction.



The "Avery" Yellow Fellow Separator.

AVERY COMPANY, PEORIA, ILL., U.S.A.

CANADIAN JOBBERS—

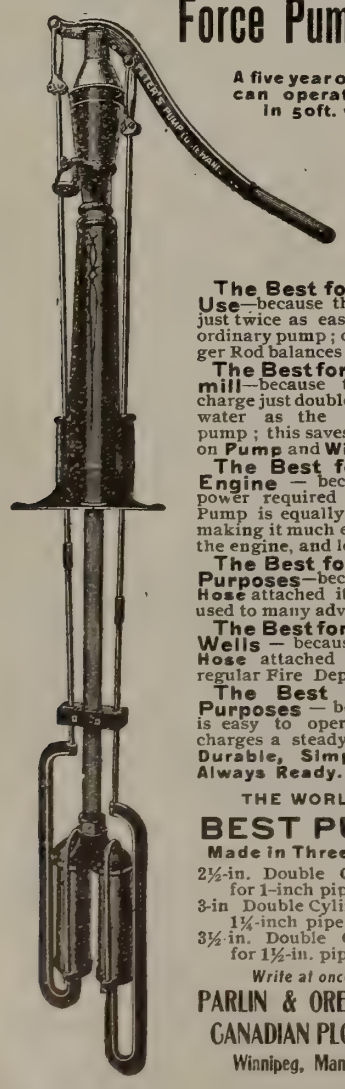
Haug Bros. & Nellermoe Co., Ltd., Winnipeg.

CALL AT OUR WAREHOUSE FOUNTAIN STREET AND HENRY AVE.

Work for Railway Commission.

Collier's Weekly is interesting itself in the mysteries of the freight tariffs. It tells a story of two shipments of machinery, of the same kind and bulk, shipped on the same day from San Francisco. One went to Goldfield, Nevada, a distance of about three hundred miles from San Francisco, and the other went to Johannesburg, South Africa. Both carloads went over the same road to Reno, Nevada, the Goldfield shipment going south and the other keeping on its way to New York, whence it was shipped by water to an English port, transferred to another vessel bound for Cape Colony, South Africa, and from Cape colony was shipped three hundred miles by rail to Johannesburg. The freight rate on the carload from San Fransisco to Johannesburg was 25 per cent. less than the freight rate on the carload from San Francisco to Goldfield. This will sound incredible to people who have never had personal acquaintance with the methods of railways; but to those who have been enlightened it will have a familiar sound. Not the least astonishing thing about these monstrous discriminations is that railway officials will undertake seriously to defend them.

Peter's Double-Cylinder Force Pumps



A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinder for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.

Avoid the Beaten Path in Selling Vehicles.

By C. D. Ringgold, in Farm Implement News.

In the vehicle business as well as in other lines of merchandise, many dealers are disposed to be extra conservative and buy the same old things from the same old places from year to year. Many dealers seem to think what pleases them should please their customers and they buy and sell on this principle until it gets to be a matter of almost second nature with them. There is no path in life where there is not a continual and steady call for something new and different from what has gone before, and in merchandising this applies to the vehicle business just as much as to any other. It is easy to swim with the current, and buy what your regular factory or jobber has to offer you, but frequently you are losing good profitable sales by not having something new and up to date that will appeal to your customers with sufficient force to effect sales.

Did you ever stop to think that the sales of buggies and surreys that are made to people who did not expect to buy are greatly in excess of these sales made to people who had already determined that they wanted a vehicle? This you can readily demonstrate for your own satisfaction in this way; start out now and keep an account of all the people with whom you come in contact who express themselves as intending to buy a vehicle; also keep an account of all the sales that you make to people who have not expressed themselves as having any intention of this kind, and you will find that at the end of a year, or some stated period sufficient to give it a trial, that the people who never said a word about buying are largely in excess of those who expressed themselves as being in the market, or going to be in the market for vehicles. The reason for this is apparent. A buggy or vehicle of any kind is to a certain extent a luxury and people buy luxuries more from impulse than from calculation.

It will pay any dealer to thoroughly investigate the different factories to which he has access and find out who, among all the manufacturers, have gotten up something new and original—something out of the beaten track—something away from the conventional--something that will make talk and cause his trade to come back and look again and bring a friend. I have noticed for several years that the great majority of the people manufacturing buggies wait until some other fellow, other factory, has demonstrated that such a thing would take before they would take hold of it and by this lukewarmness have persuaded their customers from going into it. A few years ago the tendency was to use long bodies in piano box buggies and some factories got up 54-inch and 56-inch styles. Others stuck to the 52-inch and waited until they were forced to give the trade the additional length. So it was in Bailey loops. They came in and some manufacturers put them on the market, others fought against them, but they have now become almost universal. So it was also with solid panel high backs. Lots of manufacturers fought against this innovation and told their trade that it would not last and that the old-fashioned drop back was the thing, and when it got to a point where the dealers could not sell anything but a solid panel high lazy back, the manufacturers then reluctantly gave them what they wanted.

New ideas and novelties in the buggy line will get you a large percentage of the business which comes from pople who "did not intend to buy." I recently attended a district fair, a fair which I have attended for the last ten or twelve consecutive years. I was there with a customer of mine who has a good trade in the buggy line, but as this fair is late in the season he has felt that from actual sales it scarcely paid him to make his annual exhibit there, but has done so for the indirect advertising it has given him, and possibly of late years from force of habit. This season some enterprising salesman came along and induced him to put in two special jobs that had been gotten out by a firm according to its ideas and were distinct and

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and secure the Lloyd seat. There will be more money in it for you and more satisfaction for your customers.

The Lloyd Seat has the preference every time.

Write for quotations now.

Wawanesa Wagon Seat Co.
WAWANESA MAN.

novel in their way. The result was that this exhibit was swarmed with people continuously during the four days of the fair, and his sales were triple what they had been in previous seasons.

The reason for this was very apparent. He had something that was new and up to date and it appealed to the people and made sales to this very large class mentioned above, who buy more from impulse than from deliberation. He went away from that fair feeling greatly encouraged and well repaid for having been there, a feeling that he had not experienced during the whole number of years that he had devoted to exhibiting there. He realized not only the benefit from the specific sales, but that this amount of advertising and talk which these special jobs had set going would be a great benefit to him during the coming regular buggy season.

There is a disposition among buggy manufacturers to wait and let the other fellow get out something, see how it takes, and then if there is sufficient pressure brought to bear on him by his customers or his salesmen, he will try and get out some kind of imitation of it as well as he can. That we are all in business to help the main chance, goes without saying, but there is implanted in all of us a sense of justice and right and we believe that when the opportunity offers we will give the man who first presented us with the right kind of ideas and a money making proposition, the full benefit of it.

Of course I don't believe in or advise for a moment purchasing indiscriminately certain jobs because they are new and out of the beaten track, but you who watch the tendencies can readily see what is coming into favor. It will pay you to dismiss your own private likes and dislikes and go in for what is going to be popular with the user. It never pays to sacrifice comfort for any style. Get comfort and convenience first if it costs a million dollars, and then all the style that can be thrown in where the expense is not increased. I do not altogether agree with the late lamented Mark Hanna when he said "a million dollars for comfort and not one cent for style." This may apply in a political way, but when it comes to buggies it won't go, for in this day and generation style and appearance are 75 to 90 per cent. in making the sale. It used to be that the dealer did not have to talk anything but quality to effect a sale in the vehicle line, but now the vehicle itself must do a large part of the talking. In other words, it must have that certain style and up-to-dateness about it which will be a silent appeal to the customer and have far more weight with him than a long winded argument which may be put up by the salesman. If you have the style and appearance, the newness and the up-to-dateness, a sale is easily effected, and not only that—when this kind of a job goes out on the roads and streets it will be continually making other sales for you.

The whole trend and purpose of this article is to get you dealers to appreciate and patronize the manufacturers who not only give you good work and every dollar in value that you pay them, but at the same time are thinking and contriving and have succeeded in getting out something that is new and attractive in style and appearance and something that the other fellow does not have. This kind of a concern deserves your co-operation and you will be amply repaid by getting in touch with this kind of a factory.

"The Dairy Bulletin."

The May issue of this useful little monthly, published by the Vermont Farm Machine Co., is of an unusually interesting and instructive nature. Not only to users of the U.S. cream separator, manufactured by the firm, but also to every farmer and dairyman. The articles are written in attractive style and are set off with a number of fine half tone engravings. Send a post card to the Vermont Farm Machine Co., Bellows Falls, Vt. They will be pleased to mail you a free copy.

New Grain Elevators in Argentina.

A grain elevator with an intake capacity of 60,000 tons per 24 hours, is being erected at Rosario, the second city in population in Argentina. This city, with its improved railway and steam communication, is rapidly increasing in importance as a producing and distributing center for a very large extent of territory.

Quality
Design
Finish

Stylish
Comfortable
Popular

Auto Seat 1909 Model.

We make a full line of Top Buggies—Gentlemen's Driving-wagons—Road wagons, Democrats, &c. The Newest Designs—Best Materials—Finest Finish.

DISTRIBUTING HOUSES:

Winnipeg Portage la Prairie Regina Calgary Vancouver

"DEALERS" SEE THE MAPLE LEAF LINE.

WRITE

The Dominion Carriage Co., Ltd.

TORONTO

The Hay Press.

The whirr of the mower will soon be heard on the prairies and dealers should begin to look about for selling hay pressers. These machines do not involve a great outlay to the buyer and will be found, for the amount of money invested, as profitable a speculation as a threshing outfit.

Hay growers, who ship their product to large city dealers must have it baled. Pressing reduces the bulky crop to a form easily handled and readily disposed of, not only in the home market but where it is intended to be shipped abroad. In addition to the facility with which hay can be transported in bales, there is the economy in storage space. This is a very important point, especially when it is desired to keep a large quantity under cover for an indefinite period. Hay thus stored is not as liable to destruction by fire as loose hay.

The average horsepower hay press will bale from 7 to 15 tons a day at a cost of about 50 cents per ton, and the price obtained for the baled commodity is generally as much above the market for loose hay as covers this. It will, therefore, be seen that it will pay even the small farmer to have his hay baled.

All large growers report very favorably in regard to results from the use of the hay press. One claims it as his experience that loose hay damages in the stack from ground moisture, and that a considerable quantity of it is damaged in the stack from absorption and exposure to the weather; to say nothing of the loss from poor stacking.

In baling hay, the chief point to be observed is to see that it is cured and dried properly. If it is damp or underdried, the result will be mouldy bales, but this will be the fault of the user and not the machine.

There are several good makes of horsepower balers on the market, any one of which, we believe, will be found satisfactory to handle. The belt power pressers are, of course, much more costly and their use is only practicable in districts where hay is the principal crop raised. A United States firm has just placed a new traction belt power press on the market, which, it claims, will bale three times as fast and for one-third less cost than the horsepower balers. It is operated by a 4 H.P. gasoline engine, which is detachable, and may also be operated by sweep horsepower.

However, it is the ordinary type of horsepower press that most concerns our dealers in Western Canada, at least for the present. Try and place one or two of these machines in your district this season. There will be a demand for hay as long as there is use for horses. The horse is a big factor in the industrial world today and likely to be for a long time to come.

Calgary

Weather and crop conditions throughout the province are everywhere satisfactory, in fact, have not been better for many years. The grain is making wonderful growth and weather conditions approach the ideal. A largely increased acreage and such favorable weather conditions, point to the best year ever experienced in Alberta. As a result it is to be expected that this year will beat all records of business done in the implement trade. All the firms are getting and preparing for great trade expansion.

Collections have been cleaned up in a very satisfactory manner throughout the central and southern districts, while if present conditions obtain in the north until after harvest, collections in that section should be better than in the past two years. On the whole unless some serious set back occurs, 1909 should be the best year ever experienced in the West.

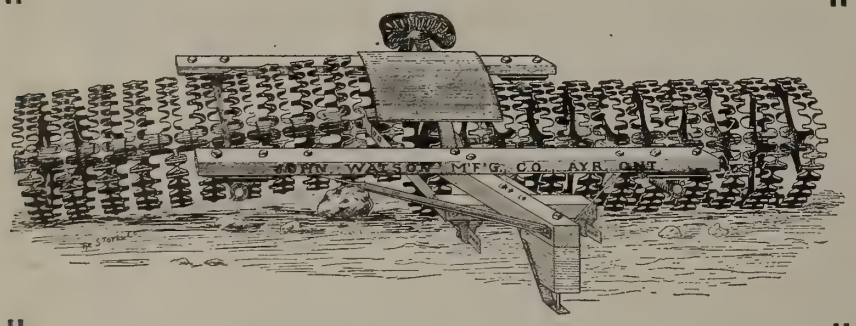
Mr. S. H. Chapman, treasurer of the Ontario Wind Engine and Pump Co., accompanied by Mr. J. M. Reid, manager of the Winnipeg branch and Mr. Stockton the representative for Alberta, made a short tour through Alberta spending a day each at Wetaskiwin, Edmonton and High River and several days in Calgary. They are well pleased with conditions, and will probably in the near future increase their staff in Alberta and open an office and warehouse at Calgary to handle their growing trade to better advantage.

Business men in general, and more particularly the wholesalers and jobbers, feel keenly the tax put upon them by the British Columbia License Act. They are

PULVERISERS

THAT WIN THE TRADE

GET your customer to use one of these on his summer fallow. Because of their flexibility and better design, they do more and better work with less power than any other.



This is our 22-wheel pulveriser which is supplied with 2 poles and pulley hitch. It packs the soil so that it plows perfectly, prevents blowing and conserves the moisture.

Order your pulveriser now or call and see us Fair Week. **It will interest you** to look over our splendid display of up-to-date farm machinery.

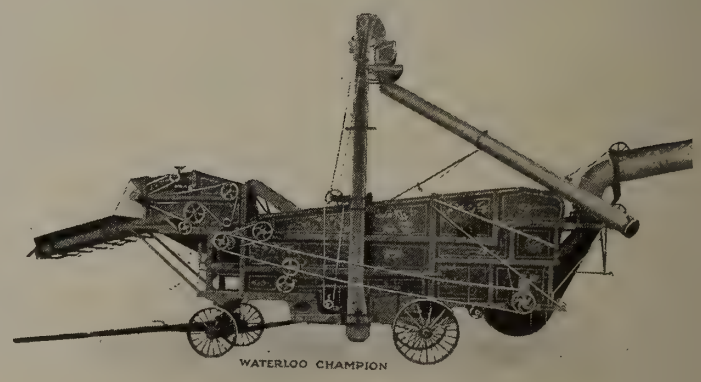
Office and Warehouse:

CORNER OF CHAMBERS AND HENRY

John Watson Mf'g. Co. LIMITED.

WINNIPEG

Moving to Portage La Prairie



The WATERLOO CHAMPION 28-42 Separator

The ideal **Separator** for **Gasoline Engines** of 15 to 20 H. P.

Come and see our **Exhibits** at the leading **Fairs** of **Western Canada** or write us for catalogue and prices.

Our address after August 1, 1909, will be

PORTAGE LA PRAIRIE

WATERLOO MFG. CO., LTD., WINNIPEG

compelled to pay very heavily for a license to do business in the province or be without means of obtaining legal redress. A strong effort will be made to obtain more equitable legislation.

The census of the city of Calgary has just been completed and shows a splendid increase in population during the last two years. At the present time the population is 29,265, and it is reasonable to expect it will exceed 30,000 at the end of the year.

An immense amount of work is being done here at present in private buildings and civic improvements. It is hoped to have street cars running early in July. The building permits and bank clearings are sure indications of the great strides the city and province are making.

Business is good.—A large amount of cash is in circulation, and an immense amount of American and British capital is being invested in the city and province. Taken in all this year, the business conditions throughout the southern and central portions of the province at least, are exceedingly healthy and gratifying.

Great preparations are being made for the big provincial exhibition to be held in Calgary, July 5 to 10. Indications point to even a greater success than the Dominion fair held here last year. Special rates will be obtainable from all points east as far as Winnipeg. It is expected that many visitors will be present from Manitoba and Saskatchewan.

The "Get acquainted excursion" organized in Calgary in connection with the fair and horticultural society, was a decided success. All the towns between Calgary and Red Deer were visited—an hour's stop at each. Over 200 took advantage of the trip. Mr. J. A. Brookbank, of the International Harvester Co., and Mr. McLean, collection manager of the Massey Harris Co., were among the implement men taking part.

Mr. N. M. Jameson, local agent for Frost & Wood Co., is the first of the Calgary dealers we have heard of as going to the Seattle exhibition. He left June 18 and will be away two weeks.

W. C. Hall, general manager of the Frost & Wood Co., made a trip over southern Alberta early in June, visiting points as far south as Lethbridge.

J. A. Latimer, manager of the Cockshutt Plow Co., for Alberta, made a short business trip to British Columbia early in the month and immediately on his return went east to visit the head office of the company at Brantford. He also expected to visit Toronto and other eastern cities, taking in Winnipeg on his return trip.

W. G. Hunt, manager of the Massey Harris Co., has visited a large number of the company's agencies during the past month. He reports an excellent season's business up to date.

R. B. Smith, Alberta representative of Wm. Gray & Son, carriages, made a short business trip to the coast and points in British Columbia.

On June 22nd, at the residence of the bride's parents, Calgary, the marriage of Miss Helen Graves to Mr. Wilfred L. Palmer, was solemnized. Both young peopeople are very popular in Calgary business and social circles. The bride has been for three years a member of the Frost & Wood office staff of the Foothills City, and the groom is accountant of the same staff at Regina but was formerly at Calgary. After the wedding ceremony Mr. and Mrs. Palmer left for Regina where they will reside.

Curtain lectures should always be delivered behind the scenes.

Sometimes wisdom comes with years and sometimes with tears.

Mr. DEALER

You can't **Fool The Farmers**

they will have

Cater's Pumps and Star Windmills

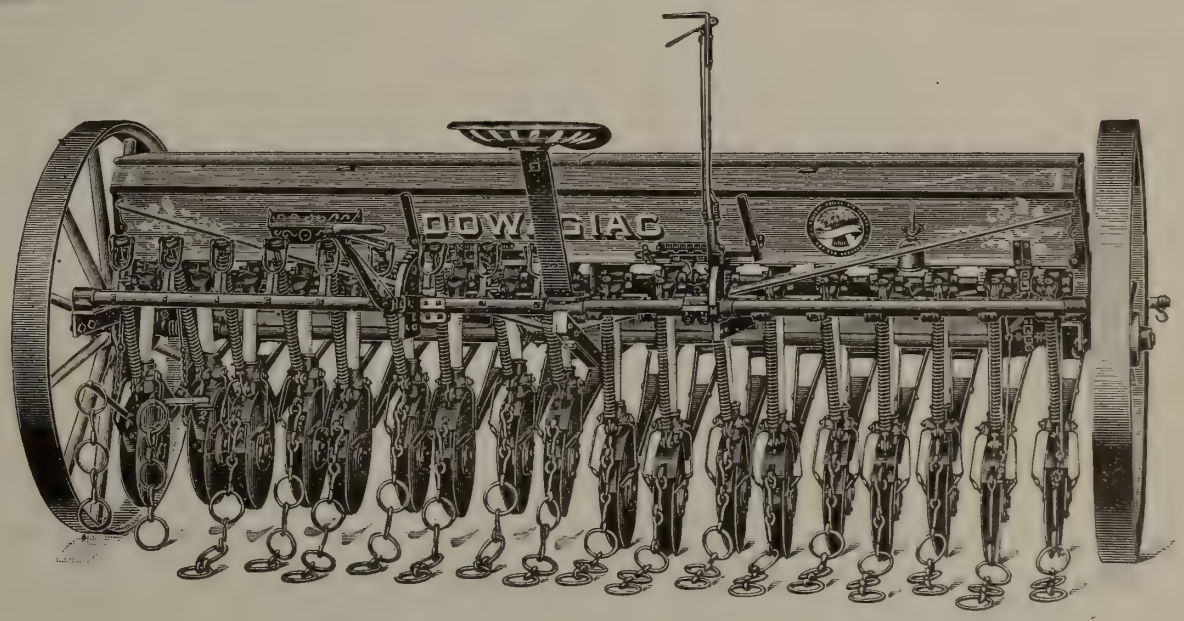
Write for Special Offer on Pumps and Windmills for Spring Trade.

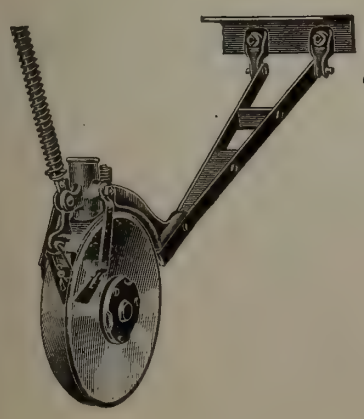
Address Dept. D

Brandon Pump and Windmill Works,

Brandon, Man.

DOWAGIAC DOUBLE DISC DRILL





The DRILL for YOU and YOUR FARMER CUSTOMERS

Meet us at our exhibit during the Winnipeg Fair and see the real article, also the New Dowagiac Single Disc Drill. You will be interested.

DOWAGIAC MANUFACTURING CO.

DOWAGIAC, MICH.

POWER OF THE HOUR

It is gasoline engine power—the most efficient, economical and convenient power for all farming purposes—ploughing, threshing, grinding, sawing, etc.

Time is flying—secure a contract to handle our line of gasoline engines and make every minute of your time count. Right now is the hour of your opportunity. There is a decided advantage in handling these gasoline engines.

These engines can be used every hour of the day, summer or winter, daytime or night-time; can be used for every purpose requiring power, and give satisfaction.

The selling field is unlimited. There is a very active demand for this reliable, economical engine—it is the engine that sells.

Our gasoline tractor will interest all farmers. This engine operates without smoke, steam, sparks or soot, and does not require the services of a licensed engineer to operate it. There is no expense for a man and team to haul coal and water; no loss of time in the morning steaming up, or during the day to take on fuel.

When the engine stops the fuel expense stops.

The I.H.C. Gasoline Engine

is the most up-to-date power for farmers, threshermen, shop and mill owners.

It furnishes the maximum power at the minimum expense.

These gasoline engines are made in many styles and in sizes to meet every requirement of from 1 to 25-H.P.

While at the Winnipeg Fair, don't fail to see the demonstration of our gasoline tractors. They will take part in the plowing contest.

Western Canadian Branch Houses:

Brandon, Man. Calgary, Alta. Edmonton, Alta.
Regina, Sask. Saskatoon, Sask. Winnipeg, Man.

International Harvester Company of America
[Incorporated]
CHICAGO, U. S. A.

What "Dry Farming" Means.

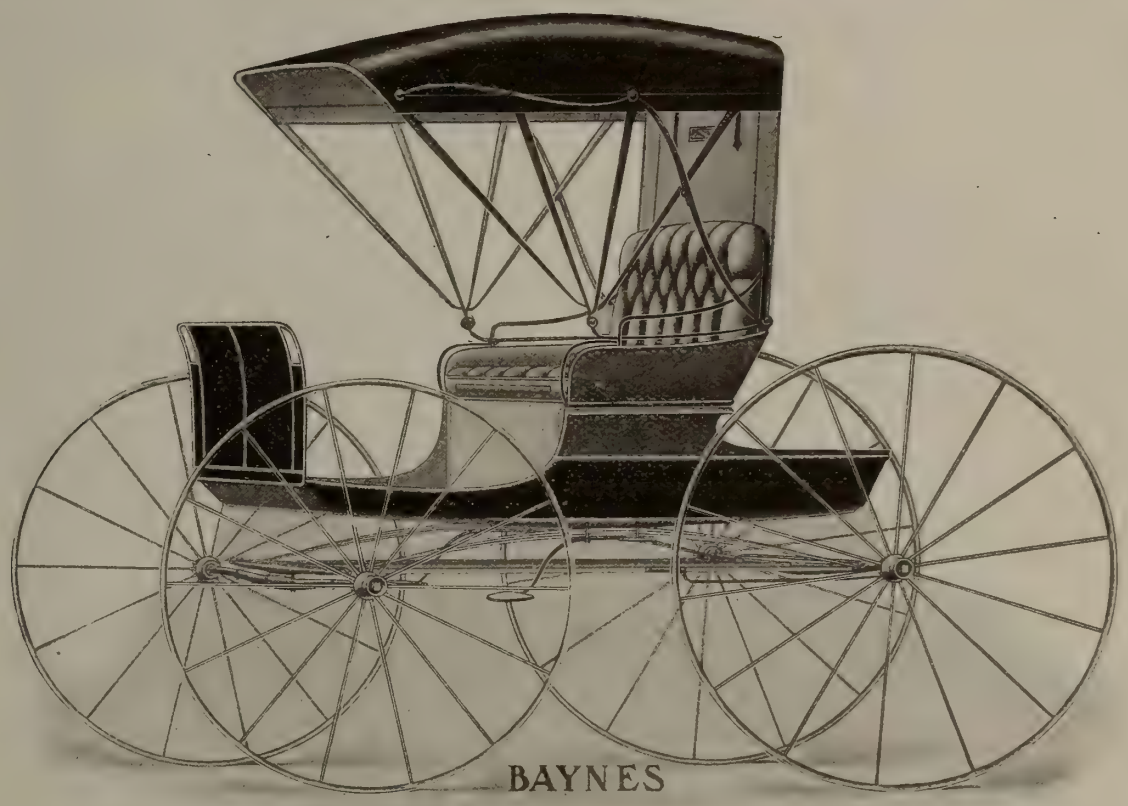
In all the discussion of the term "dry farming" much misunderstanding exists. At the recent congress there was an attempt to change the organization's name to "Arid Farming Congress." In simple phrase it means a method of farming that shall include deep plowing and frequent pulverizing of the top soil out of as well as during the growing season. It is based on the principle that the moisture falling in rain or snow may sink into the earth if the soil be loosened. Then there shall be kept above that moistened bed a close, fine blanket of dust that shall prevent evaporation. If the furrows be turned at right angles to the prevailing winds of winter the snow may be caught, and if the pulverizing harrow be sent over the field after every rain, the seed is certain to receive a maximum amount of sustenance. If it does not get enough in one season it will in two, and a crop every alternate year, if a good one, is ample return on cheap land. Of course there must be good soil as a basis,—only irrigation can conquer sand.

To accomplish all this special machinery has come into use. Horses could not pull plows biting deep into the tough centuries-dried soil, so powerful engines that roll majestically along with two dozen plows en train are in their places. Press, drills that plant the seed deep; pulverizing harrows that break the surface into powderlike fineness, and other appliances, are used. "First get your moisture, then raise a crop on it," is the formula adopted by one successful farmer. He told how he had plowed twelve inches deep, had harrowed and cultivated, — and then raised thirtv-five bushels of wheat, fifty bushels of corn, and generous crops of rough feed on each acre, finally starting a profitable fruit orchard,—all this on a rain fall of less than fifteen inches annually. Year after year moisture-preservation has increased his supply and the soil-bed has constantly grown richer and deeper.

After five years of progress dry farming has become established as standing for a certain method of agriculture adapted to the plains where rainfall is deficient. It is easy to raise crops in Iowa, Missouri, eastern Nebraska, and similar portions of the west, where sunshine, rich new soil, and abundant moisture are found. It is quite another thing where weeks go by without a cloud. Scientific farming proposes so to utilize what water does fall that there shall be a reasonable crop production,—not uniformly equal to that of the well-moistured east,, not approaching that of the irrigated valleys, but making it possible for the farmer to support his family in comfort on a moderate acreage and returning good interest on the investment. In the states of Idaho, Montana, Wyoming, Utah, in New Mexico and Arizona, in all the western portions of the great plains this idea has a foothold and is recognized as a business proposition,—not a miracle nor yet a fancy theory of the schools. It demands personal attention, definite effect, and understanding of the principals of agronomy,—but it is practical, profitable, and gives results that are surprising. Used intelligently, it brings fertility to what was in effect a desert,—and that fact alone means riches of great worth.

Probably no one thing connected with the movement is of more importance than the influence its literature and its advocacy have had in stimulating investigation as to the best means of caring for all the soil of the plains. Farmers talk of the reasons for certain results; they follow scientific methods that have been tested by experts. Dry farming appeals to them as a good thing for the semi-arid lands and not a bad thing for the man who has usually plenty of moisture. It is a modern adaptation of an old principle, and it is simple as to be within reach of all. When it becomes general it may do much toward making more generous and regular the rainfall of the plains. It is already teaching dwellers on prairie farms how to secure utmost returns from the gifts nature has bestowed, something the first generation of settlers never did.—From "The Truth About Dry Farming," by Charles Moreau Harger, in the American Review of Reviews for April.

We would like to have the "Live Letters" deal with personal experiences in special lines when possible, as plowing, sawing, grinding, pressing, and the like. Will you do it?.



No. 516 Baynes Clipper

Mr. Baynes of the Baynes Carriage Co., whose line I am handling, has been at me to push the three reach side spring jobs.

These Concord gears are built with three reaches and the springs are fifty-four inches long from the centre to the centre of eyes, and they certainly ride fine.

They build a full line of these Concord spring jobs, Piano boxes, Cornings, Clippers, Oxfords, etc., etc.

I handle the entire Baynes line, which is very large, from their lightest road wagon to their regular farmer's spring wagon, and they have their factory lined up down at Hamilton for making such nice work that even their farmer's spring wagon is a nice design.

I carry a large stock of Baynes buggies and can usually ship very promptly.

SLEIGHS

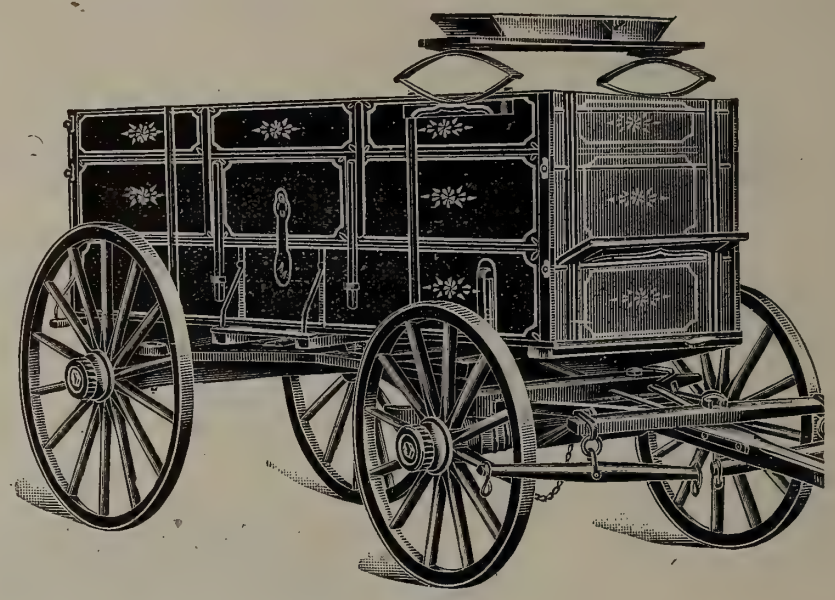
I have just received some prints showing the new sleighs the Baynes Co. have added to their line and if their whole line shows up as good as these prints I have just received, then I can promise my friends and patrons something I am sure a little better than they can get elsewhere.

NOTICE.

I will be at home during the period of the Winnipeg Fair, and I take this occasion to extend a cordial invitation to all my friends and patrons to come and see me.

A. C. McRAE, WINNIPEG

WILKINSON WAGONS



The Wilkinson is built better than ever in 1909. The care which has been exercised for years in the buying and curing of the very best stock, is proving every day to the maker and dealer, that it pays to buy the best.

In the making, every detail is watched and carefully inspected. The combination of best material and skilled workmanship, results in the name they have earned.

The Light-Running Wilkinson Sleighs

Just as carefully made as the wagons. Correct in every detail. No skimping of iron work. Runners full size and of best white oak. Always stay on the track.

Don't forget to call and see these when in at the Fair.

The STEWART-NELSON CO., Ltd.

General Agents,

WINNIPEG

The Great Western

Endless Apron

Manure Spreader

The GREAT WESTERN has had an enormous sale in both Canada and the United States, because it has always made good, and is the simplest and best machine on the market.

The wheels track—making light draft. The front wheels turn clean under the machine so that it can be turned in its own length.

THE ENDLESS APRON

This is the only satisfactory way to build a manure spreader. Every particle of material from start to finish is thoroughly and evenly spread. Always ready for work.

Two levers operate the whole machine. Can be set instantaneously to spread any quantity from 2 to 30 bushels per acre. Change made while running.

Horses are hitched close to load. Everything is done, in fact, to make the lightest draft spreader made.

There's money in them for you.

MADE BY

The WILKINSON PLOUGH CO., LTD., Toronto, Canada.

The STEWART-NELSON CO., Ltd.

General Agents,

WINNIPEG.

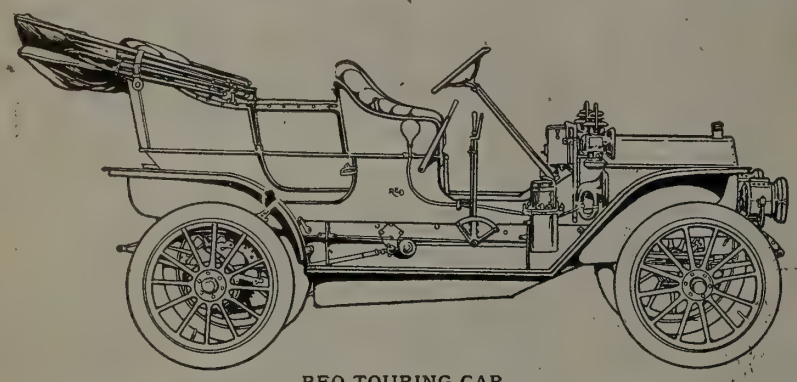
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D, 1909 (40 h.p., five passengers)	$3,100.00
Cadillac "Thirty" 1909 (shaft drive, five passengers)	$2,000.00
Reo, Model A. 1909 (22 h.p., five passengers)	$1,400.00
Ford, Model J, 1909 (20 h.p., shaft drive, five passengers)	$1,100.00
Reo Runabout (10-12 h.p., 2 or 4 passengers)	$700.00



REO TOURING CAR

A WORD TO DEALERS AND PROSPECTIVE PURCHASERS

When in Winnipeg during Fair Week let us demonstrate our cars to you.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

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THE CENTRAL CANADA

BRANDON

Operating in

Manitoba Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with

THREE PROVINCIAL - GOVERNMENTS -

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(MANITOBA AND SASKATCHEWAN)

On our UNBROKEN RECORD for prompt payment in full of all Loss Claims we solicit your patronage

You Pay the Premium We carry the Risk

Full information may be had from any Local Agent or the Head Office of either Company

THE ALBERTA-CANADIAN INSURANCE CO. THE SASKATCHEWAN INSURANCE CO.

CANADA

EDMONTON REGINA

New Eclipse Plows

Come in and examine the "NEW ECLIPSE" when you are at the Fair this month. Ask questions, make us show you WHY we claim we have the BEST. We can show you.

We are at your service at all times, and will do our best to make your visit both pleasant and profitable.

"The Perfection of all Riding Plows"

MADE BY FULLER & JOHNSON MFG. CO. MADISON WIS.

The STEWART-NELSON CO., Ltd.

GENERAL AGENTS WINNIPEG.

CANADIAN FARM IMPLEMENTS

Vol. X, No. 2. WINNIPEG, MAN., AUGUST, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.

H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

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MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Mordeu, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

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Established 1849 Capital and Surplus $1,500,000

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C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

WATSON'S FARM AND BUSH SLEIGHS

They Keep the Road.
They are Well-Made and
Heavily Ironed.

WE SELL

Wood and Pole Saws
Feed Cutters (seven styles)
Grain Grinders
Root Pulpers
Whiffletrees
Pulverizers Horse Powers
Wheel-Barrows Bevel Jacks
Warehouse Trucks

Made in all Sizes with Steel and Cast Shoeing. Ours are the only Sleighs having a Trussed Bench

LIGHT DELIVERY SLEIGHS

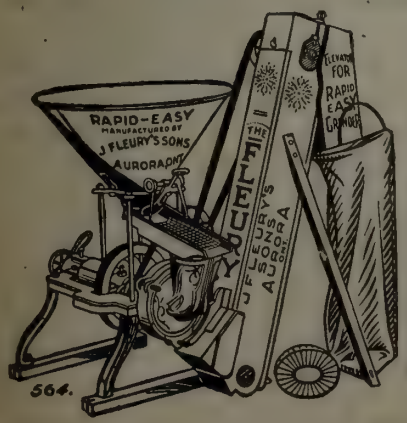
"Our Goods Sell on Their Merits."

They Keep Your Trade.
You can get a Better Price
for them
than for any other.

WRITE US NOW.

John Watson Mfg. Co. LIMITED.

Winnipeg, Man.



QUANTITY AND QUALITY OF WORK

The Whole Story.

I write to let you know what I think of your **Rapid-Easy Grinder. Previous** to the fall of 1908 I got all my grinding done at the **Grist Mill**—by **Stones.** I thought **no other chop** could be **so good.** But in 1908 I required a **great quantity** of feed and I would lose a great deal of time going to the mill—and I was very busy. So I hired a thresher who has a 12 H. P. Engine and one of your **Rapid-Easy Grinders.** In **8 hours** he ground **100 Bags** Barley and **60 Bags** Oats and did **as good work** as the Grist Mill! We have had grinding done in this way **several times** since and **always** with **satisfaction."** — Bernard McCabe, Strange, Ont., May, 1909.

Rapid-Easy Grinders will do more work with same power than others. Several styles in sizes to suit your power. This cut shows one style and one size only.

JOHN DEERE PLOW CO. Ltd., Sole Agents

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines Currie's Waders

"Melotte" Cotton Duck Threshing Belts

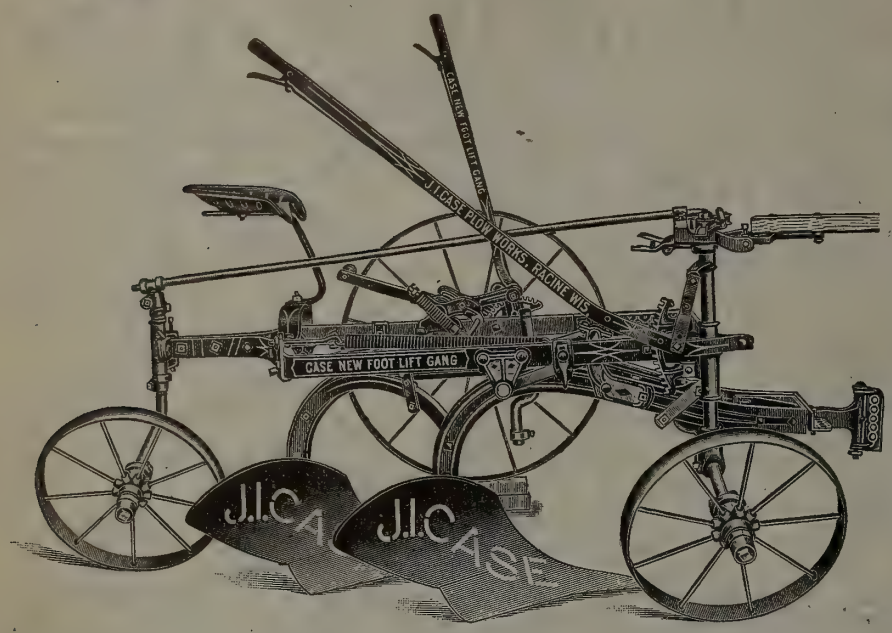
Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

Results in the Field

After all, actual results in the field are the qualities that sell Gang Plows.



The J. I. Case New Foot-Lift Gang and Sulky Plows stand first with the Farmers.

If you sell the

J. I. CASE NEW FOOT-LIFT GANG

you have the benefit of a large number of exclusive features that talk in the field. For instance:

The Spring Pressure Lock gives three distinct results in the field that are real, practical advantages, viz.:

Breakage of shares eliminated.
Furrows of uniform depth in rough and uneven fields.
Flexibility of the beams—which means lighter draft.

For further information address a Postal to our General Agents for Canada:

THE HARMER IMPLEMENT CO., Winnipeg, Man.

J. I. CASE PLOW WORKS, Racine, Wis.

The Name Tells a True Story.

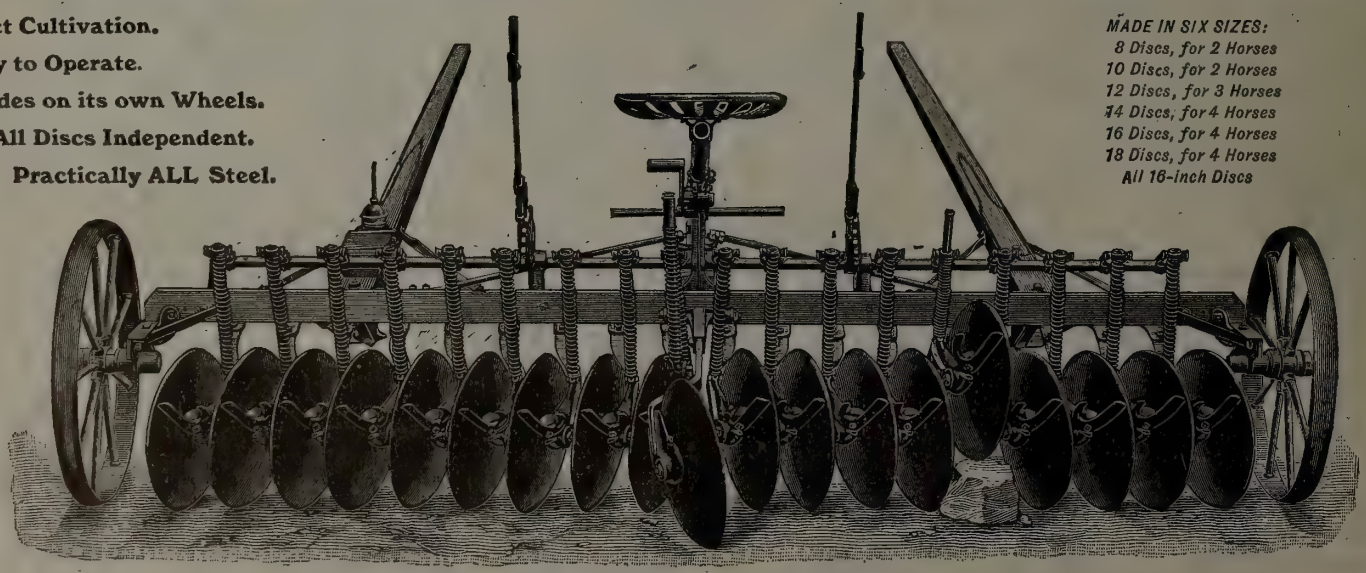
SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,

310 Ross Avenue Winnipeg Man.

DEALERS—LOOK SHARP

THE Kramer Rotary Harrow attachment was the first implement of its kind ever placed upon the market. It is **years ahead** of any other attachment.

Of course there are imitations. **Every** good article is imitated. But who ever heard of an imitation as good as the original?

It's the same old story of careful ideas expensively worked out—tested and proven—then some unscrupulous persons adapting these ideas in a cheaply constructed machine—made to **sell**—not to last for years and do good service like the **Kramer** attachment.

The intelligent farmer and dealer know a good thing when they see it. The good things "catch on"—and the imitations are short-lived.

The Kramer attachment is recommended by State and United States Departments of Agriculture, and by the editors of all the leading farm papers.

1909 Model in operation

Farmers and dealers everywhere honestly endorse the Kramer attachment because it is so much better than any other. We started years ahead of any other concern making rotary harrow attachments—and have kept that far ahead—in improvements and experiments.

There is a reason for this honest endorsement. The Kramer attachment is superior—that's it! Here are a few points that you ought to appreciate:

The Kramer blades reduce the soil to a fine mulch, thus holding the moisture of the earth against the effects of sun and wind.

The Kramer saves the extra cost of harrowing, which is done while plowing—both at one operation.

The Kramer is reasonable in price and is a superior profit-earner for every dealer.

The Kramer is the only invariably satisfactory device of its kind ever made. It is real and not a **sham** implement.

No other line of attachments is built for use in connection with every sized plow from single bottoms to large steam outfits.

No other line provides suitable adjustable brackets for all manner of stag and disc plows.

No other attachment has a **geared** lift. This feature enables any boy old enough to drive a team, to operate the Kramer attachment.

No other line is as perfectly built from high-grade material, or as easily controlled in operation.

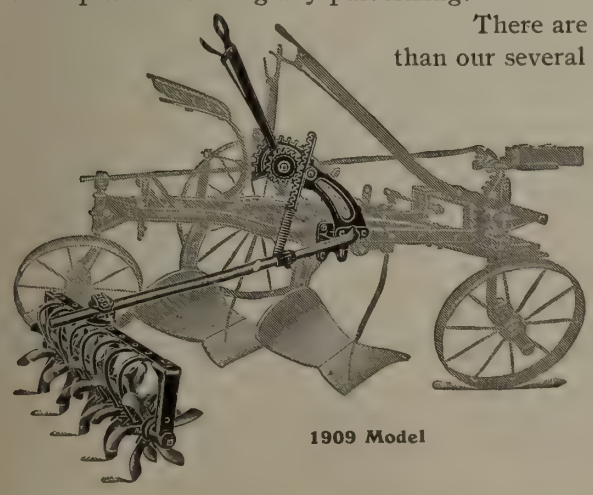
Simplicity and durability dominate every one of our attachments.

Blades used in connection with our standard models are forged from high-grade plow steel, well tempered and ground to a keen cutting edge before assembling.

Each blade is hand riveted to refined malleable iron hubs, and guaranteed to do effective work, under all manner of soil conditions. We can furnish four different blade constructions.

Our blade and disk structures have never been equaled, and patents are pending on every construction. They will at all times continue to be leaders, where imitators can only hope to follow at a long distance.

The **points** of our blade cleave and penetrate the hard ground first, and gradually their entire cutting surface is utilized, chopping the ground all to pieces. Blades striking the ground their entire length in tough and mucky soil simply scratch over the top without doing any pulverizing.



1909 Model

There are hundreds of ways to build disks and blades, but none better or more serviceable than our several styles used in connection with our various models.

Five models to select from. These will fill all your requirements and enable you to meet every competition.

We want you with us. We need good live dealers to supply farmers who appreciate the good points of a good machine. Hundreds are right in your own locality. When they know you sell the Kramer—they are at once your customers.

Nearly 50,000 of our implements have been sold. So many satisfied users is a mighty big advertisement! Connect with this original machine—beware of the **"copy"**—and you're on the straight road to big profits.

Are you ready to share in the big profits? We are booking new contracts every day. Get in on the ground floor for the Autumn trade.

Better write now. Place order direct with nearest jobber.

JOHN W. KAUFFMANN, Sole Jobber of the products of

THE KRAMER COMPANY, PAXTON, ILL., U.S.A.

JOHN DEERE PLOW CO., Ltd., Winnipeg.
Sole Selling Agent for Manitoba

—Canadian Jobbers—

TUDHOPE, ANDERSON & CO., Ltd., Winnipeg.
Sole Agents for Alberta and Saskatchewan.

Cockshutt's at the Motor Trials

The Superiority of the Work which was Actually Accomplished by EVERY SIZE of

COCKSHUTT ENGINE GANGS

used in the Motor Contest of July 10-17 at Winnipeg, was a feature that escaped the notice of no witness of that great competitive effort. The Cockshutt furrows in breaking were of uniform depth and width and were laid over perfectly. The superiority of straight beams over arched beams and the advantage of individual operation and adjustment of each bottom was clearly demonstrated.

Gold Medal Winner in Class "C" using Cockshutt Engine Gang in Stubble at Brandon.

Our beams are now bored in two places so that the gauge wheels can be moved forward to make room for swivel rolling colters for stubble plowing. Our new swivel rolling colter has been pronounced a complete success, and was thoroughly demonstrated as such at the motor trials.

We manufacture the above style on wheels with six furrow frame for 4, 5, or 6 plows; eight furrow frame for 6, 7, or 8 plows; ten furrow frame for 8, 9, or 10 plows; twelve furrow frame for 10, 11, or 12 plows.

WE NOW ALSO MAKE A FIVE FURROW FRAME with THREE WHEELS. The beams are of lighter construction, and the stubble bottoms are equipped with swivel rolling colters. This plow has been specially brought out for use with small gasoline engines, and was a great feature at the motor trials.

COCKSHUTT ENGINE GANG IN STUBBLE

The work done at the **BRANDON MOTOR TRIALS** was all in stubble land. The Cockshutt Engine Gang proved the best at BRANDON as it had done at WINNIPEG.

Every Engine that took First Prize in each Class used the Cockshutt Engine Gang in Stubble Plowing at Brandon,

except one small motor which used a horse gang.

Our plows were equipped with our new swivel rolling colters, room for which is made by simply moving the gauge wheels forward.

The work done satisfied the most critical. The land was beautifully plowed, was left level, and the straw was covered perfectly.

COCKSHUTT PLOW CO., LIMITED

WINNIPEG REGINA CALGARY EDMONTON

A Record of Conclusive Superiority

The Gold Medal Winner at Winnipeg in Steam Engine Class, with Cockshutt Engine Gang Plow Attached.

Winnipeg Agricultural Motor Competition, 1909

Winner of Gold Medal in Class "D" (Steam Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Gold Medal in Class "B" (Medium Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Silver Medal in Class "C" (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "A" (Light Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "B" (Medium Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "C" (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "D" (Steam Engine Class) used Cockshutt Engine Gang in breaking.

The purchaser of an engine made by the winner of the Gold Medal in class "C," after following up the work of the different engine gangs in the contest, immediately gave us his order for a Cockshutt Engine Gang, with breaker and stubble bottoms, to be used with his new engine, although the engine he purchased had used a different make of engine gang during the contest.

The strong straight beams of the Cockshutt, and the independent adjustment and operation of each bottom enabled it to carry off all the honors in breaking. The Cockshutt furrows were perfect and called forth the strongest admiration of all spectators.

An effort has been made to compare the draft of the different plows used. To any one who attended the contest this effort is very apparently unfair, as some of the outfits worked in sod and others in land which was plowed last season. The dynamometers were used on some outfits in one kind of land, and on others in another kind; also the depth of plowing varied greatly, some engine men wishing to show heavy draft at the draw bar and wishing to break deep and do good work, so that the draw bar pull and good plowing would go to the credit of the engine against the fuel used. Others wished to plow thinner, so as to make a better appearance in the number of bottoms used and to keep down fuel consumption. Everyone connected with the contest knows that the draw bar pull was only recorded to affect the scoring of each engine in the matter of fuel consumption. To prove absolutely that there is nothing on which to base a comparison in the matter of the draft of the plows used, we refer the reader to the Official Table of Judges' Records. It will be seen that the draft per 14 in. bottom varied greatly with all makes of engine gangs used. For instance the draw bar pull on the engine gangs of another firm varied from 550 (entry No. 6, Class "B") to 875 (entry No. 3, Class "C") per 14 in. bottom. Our own make varied almost as much. We mention this not to take advantage of the facts, but to show that comparison of draft as far as the plows were concerned is useless.

If there is anything in draft comparisons remember this:

The two Cockshutt Engine Gangs in the Steam Engine Class plowed with 123 and 127 lbs. coal per acre, whereas the other two of other makes took 135 and 143 lbs. coal per acre.

Brandon Agricultural Motor Competition, 1909

Winner of Gold Medal in Class "B" (Medium Gasoline Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Gold Medal in Class "C" (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in Stubble,
Winner of Gold Medal in Class "D" (Heavy Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Gold Medal in Class "E" (Light Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Silver Medal in Class "D" (Heavy Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Silver Medal in Class "E" (Light Steam Engine Class) used Cockshutt Engine Gang in Stubble.

The purchaser of the Gasoline Engine which took the Gold Medal in class "C" at Brandon immediately gave us his order for a Cockshutt ten-furrow engine gang, fitted with stubble bottoms and rolling colters, after following up the work done by the different makes of engine gangs in stubble plowing at Brandon.

Cockshutt Engine Gangs are operated by one man only.

Ask any one of 700 users whether that is not true.

COCKSHUTT PLOW CO., LIMITED

Crowned with Success

We Plow the Prairie

The Dealer's Trade-Winner

An enormous ever-increasing trade is the constant result of our years of strenuous effort to supply the Western Farmer with **exactly what he needs.**

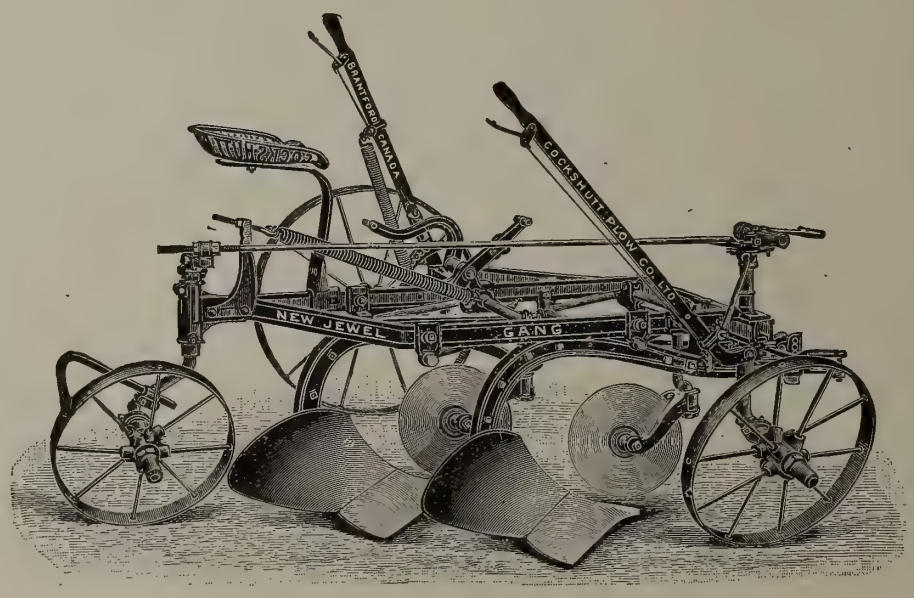
Our Motto: "No Standing Still."

Every month sees a successful, valuable addition to our already complete and popular line.

OUR GOODS DO THE BUSINESS

in the field and in the warehouse.

WE LEAD; PROFIT BY IT— COME WITH US.



JEWEL GANG

We Seed the Soil

The Farmer's Pride

Cockshutt Plow Co., Limited

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. X., No. 2 WINNIPEG, MAN., AUGUST, 1909. SUBSCRIPTION PRICE { Per Copy, 5c / Per Year, 50c

Meeting of the Inter provincial Retail Implement Dealers' Association.

A meeting of the Interprovincial Retail Implement Dealers' Association was held at the Royal Alexandra Hotel on Wednesday, July 14th. Mr. John Crawford, of Neepawa, the president of the association, occupied the chair.

There was a fair attendance of members but not nearly as large as the executive had hoped for. Mr. W. C. Mangold, president of the Southern Illinois Retail Implement Dealers' Association was the guest of the association and delivered a most useful and interesting address. The meeting in every sense was a live one. There were some highly interesting discussions and everybody present had an enjoyable time and much benefit should result.

Mr. Crawford, in opening the meeting, regretted that the turnout of members was not larger. It was, however, a pleasure to him to meet the association and they would at once proceed to business. He asked the secretary to read the minutes of the last meeting which were then read and approved.

The adoption of a constitution and by-laws was the next order of business. The by-laws were in the hands of all the members of the association, and the president said he would be pleased to hear from any member who considered that any point in the constitution or by-laws would be the better for alteration.

The secretary stated that it might seem at first sight that they were scarcely stringent enough. He and the other members of the committee had studied with great care the by-laws and constitutions of similar associations in the United States and modelled these upon them. It was necessary to be particularly careful in the framing of a constitution and by-laws to avoid anything that would be in violation of the laws in restraint of trade. The present constitution and by-laws had been framed to keep clear of anything of such a nature.

It was then moved by Mr. Williams and seconded by Mr. Simpson, that the constitution and by-laws as prepared by the committee be adopted; which motion was carried without division.

NEW BUSINESS.

The secretary read the financial report which showed that the finances of the association were in a satisfactory condition, having a balance on the right side of $736.05 and a membership of 173.

The committee appointed to wait on the wholesale implement interests to solicit their financial aid to the association, then reported the results of their efforts which were most satisfactory.

It was moved by Mr. Joseph Morcombe, Cypress River; seconded by Mr. A. E. Westbrooke, Rouleau, Sask., that the thanks of the association be extended to the jobbers and manufacturers who had so liberally given financial support to the association. The motion was carried unanimously and the secretary was instructed to forward to each contributor a copy.

ADDRESS BY MR. MANGOLD.

The president then introduced to the meeting Mr. W. C. Mangold, president of the Southern Illinois Retail Implement Dealers' Association. He considered it a great privilege to hear Mr. Mangold, a sentiment he felt sure in which all those present joined.

Mr. Mangold on rising said: "I have been much impressed with Winnipeg. I cannot help but congratulate you on your beautiful city. I am proud of my own country, of its cities and its farms. I think since my visit here that you as Canadians have as just cause for pride in your country as I have in mine.

"I congratulate those present on being members of an association so live and well conducted. Your president and secretary have treated me with the greatest kindness, especially in the matter of allowing me to choose the subject matter of my own address. The fact that over a thousand miles intervenes between your home and mine causes me to be somewhat at a loss to know what subjects are of mutual interest to us all, as conditions may be so different here from what they are in Southern Illinois. One topic which I think we are all interested in, is, the good to be derived from an association. This must appeal to us all alike. It is not my desire to be classed as a pessimist, but if we meet annually with our associations, here, or elsewhere, pat each other on the back, laud and praise ourselves for the good things which we have done, but say nothing of the evil and unfair things which we have either inherited from former implement dealers, or been instrumental in instilling into the business ourselves, then, the purposes for which associations were founded have been neglected.

"An association is just what the members make it. The more that each member feels that he is an active part, the better work will the association do and the better will the members stick together. The relaxation from business while attending meetings will alone be worth the cost of membership, but at every meeting, something may be learned.

"The retail implement business has its dark side. Our vocation has proven to be the most precarious of any which a man may embark in, and statistics show the greatest number of failures, to say nothing of those who are hanging on for a bare living.

"The implement dealer is surrounded by conditions which no other line of trade has to contend with. A large percentage of his business must be on credit, with the terms and conditions entirely too liberal; he is often asked, and often does, exchange in part at least, his new goods for some old tool or vehicle, which his customer has no use for, and which he finds no sale for. He is asked to meet catalogue and prison factory prices, and often finds himself in direct competition with some jobber whose traveler has not been able to get in with the dealer and who sells the liveryman or farmer direct. And perhaps worse than any of these is often confronted by a competitor who has embarked in the implement business without any previous business training, and who is of the opinion that 10 per cent. profit is enough to do business on, and get rich besides.

"We have educated our customers to abuse us, and they are only practicing what we have taught them.

"Do the clothing merchants allow us to 'trade in' our old clothes when we want a new suit? Do we purchase our goods on Sept. 1st terms? Do the physicians cut prices one against another in order to become our family doctors? Not that we know of.

It often occurs with us that a customer purchases some implement or tool, asks for Sept. 1st terms, gets them, and is later seen making purchases of dry goods, clothing, and the like, and paying the cash, while the implement dealer is asked to wait.

An organization whose purpose is oppression, or the elimination of competition is, I think, bad. But an organization whose purpose is the education of its members is certainly legitimate. Competition

should be the life of trade, not the death of it.

"Without an association dealers are apt to stay in the rut and bad feeling towards competitors is generated. The association makes competitors friends, one of the greatest benefits it can do. It has a tendency to make better business men of us, a matter wherein there is often room for improvement.

"There are so many pitfalls in the implement business into which a man may stumble that it seems to me his business education of all things should not be neglected.

"A good association is the best school of instruction which is obtainable, for if we wait in our store until hard experience has taught us, the sheriff may have us before our education is finished.

"As regards the free repairing of machinery I had no idea that this evil existed in your country. It unfortunately is much in evidence in my own. It is most foolish and expensive. Expense that is borne by the dealer, not by the customer. It would be a simple matter to eradicate. The remedy was: Don't do it. If the dealers would combine against this evil it would disappear. It is a fact that dealers often let themselves in for this sort of thing by guaranteeing too much.

"One great benefit that has been an outcome of association in my country is reciprocal insurance. It has meant to the members of the association to which I belong a saving of 50 per cent. in premiums. This saving is effected by the elimination of salaries and office expenses.

"Another benefit of association among retailers has been that it has been a great help to them in getting their commission on big sales from jobbers. Where the single dealer might be powerless the association was a force that could not be trifled with.

"The time is coming and is not far distant, when the long terms which we have enjoyed in the past on a part of the merchandise which we handle will be taken away, and shorter ones substituted. We should prepare for this by educating our trade to not expect such long and flexible time from us. If customers are given unlimited time in which to pay, then capital on which we do business must be increased, which means smaller earnings for the dealer.

"I fear that the rather serious and unpromising view which I have presented of the implement business will cause you all to hurry home and give your stock away to some one you desire to get even with. So I will hasten to say that there is a good side as well as the bad, a bright side as well as the dark.

"First, it is a business of big things which appeals to the average man, a business which requires more or less of mechanical skill, which is good for any man to possess, it is not so confining as most other businesses, gives us a knowledge of the value of lands, crops, stock and the like, which often proves a valuable asset, and gives us an opportunity to become a good friend, advisor and educator of our farmer friends who come to us for their merchandise.

It is a safe and lucrative business, only if we make it so by selling at reasonable margin of profit, and avoiding the time sales which are not desirable.

"The inclination of the implement trade generally is to sell too cheaply. The dealer who will sell an article which costs $8.00 for $10.00, and then sell another article which costs $50 for $55 needs some lessons in arithmetic to save him from being a business failure. The first sale after bearing its proportion of cost of the business will perhaps earn a net profit of 7 or 8 per cent., while the larger sale, figured in the same way will show an actual loss of about the same percentage, but, owing to the larger amount invested, the loss will about double the profit on the first sale.

"It is also true that we can afford to sell an article, the sale price of which is larger, say, $100 or more, at a slightly lower margin of profit, but when we get these profits below what it costs to conduct our business, then it is a loss and not a profit.

It is true that a sale which is made from catalogue, and cash on delivery, can be handled on a close margin, but it is also a fact that we will need some long profits on some goods to make up for the ridiculously small margin which we often make on binder twine or some other staple.

Profit is what we are all working for; profit is what takes us to our conventions, and profit is what we must have to clothe our families and educate our children, and if not already blessed with sufficient worldly goods then some of this same profit is what all hope to have left to live on when we are too old to longer engage in active business.

If we are only in business for fun, then let's get out of the way of some more deserving person who hopes to, and is striving to make some money out of his business. If for our health, then we are making a mistake, as we will regain it quicker in some hay or wheat field, and be of some service besides. If all we expect out of our business is a living, then why not sell out, work for some one else, and invest our funds at 6 or 7 per cent.

"I read not long since of an enterprising employee of the Hudson Bay Co. who caught a young beaver, tamed him and kept him for some time as a pet, but later sent him as a present to one of the officers of the company in London. The beaver had scarcely been there a week before he became restless and something told him to build a dam, and prepare for winter. So one night he used all of the office furniture, books and papers and documents and the next morning the office boy found him perched on top of his dam waiting for the water to rise. Now, this was simply instinct, the same thing which causes the wild fowl to migrate north in Spring and south in Fall, and many other animals to do things at which we marvel.

"But can an implement dealer claim it is instinct which causes him to allow a customer to say what the price of some implement shall be, when the customer's price is perhaps 10 per cent. under the dealer's regular price, and when this sale allows only enough to barely pay the cost of doing business? Is it instinct which causes a dealer to put in more time while making a sale in abusing some competitor's goods than he does in explaining the merits of his own?

"The beaver inherited his instinct and is powerless to keep from following it.

"A dealer who succeeds to the established business of a predecessor, where these things have been practiced can sweep them out the same as he does the trash and dirt which may have accumulated.

"Think of the times you have had a customer look over some item of merchandise, offer you less than your price, go away and come back later to haggle again over the question of price, simply because he has been educated to believe that if he hung out long enough he would gain his end.

"We should change the text books which we have been furnishing these scholars of ours, for the system taught in them is wrong. Let us each distribute the new books, which teach that our rules are: "goods marked in plain figures, one price for all, and, one man's money is as good as another's."

"The farm wagon, a good friend to the farmer is often an enemy to the implement dealer, at least from a profit-getting standpoint. Just why is hard to explain. We have the business judgment to secure a fair profit on the sale of a pleasure vehicle, but sell farm wagons at prices which perhaps barely cover the cost of handling, and often show an actual loss.

"Suppose we follow for a time the history of a farm wagon and for the sake of a name we will call him Young Hickory. He was born in a large factory in one of the cities and has numerous brothers, some younger, some older. The factory men dressed him up in a nice suit of red and green clothes, put his name on both his sides, loaded him with nineteen of his brothers in a car and consigned him to a certain implement dealer who has recently embarked in business.

"When the car reached its destination and was unloaded, the dealer looked with pride on Young Hickory whose ancestors had been known in that locality for a great many years. As the dealer had only recently embarked in the implement business he still had some funds in the bank, and like a good business man decided to avail himself of the 5 per cent. discount to which he was entitled, provided he remitted in 30 days.

"He found that Young Hickory and his brothers cost $60.00 each, after adding the freight and taking the discount. The dealer spent some time figuring as to just what price he should ask for the wagon and decided thus: 'Now, it doesn't take long to sell a wagon, especially a new one, and as I am now a new man in business, and must make a reputation for selling goods cheap, and at the same time must make some profit

as I go along, I will sell these beautiful new wagons for $70.00 time or $67.50 cash, and thus I will make $200.00 on that car of wagons.

"A late spring delayed the wagon season, and it was a month before the first sale was made, and the second customer came. Being shrewd he told the dealer that another dealer in the same town had offered to take $65.00 for a wagon, which Mr. Buyer said he would rather have than Young Hickory or one of his brothers.

But finally the buyer agreed to give $65.00 provided the new dealer would throw in an extra spring seat, a shoveling board, a good whip, and a quarter's worth of chewing tobacco.

"As our forefathers were tempted under the apple tree so was the dealer under the implement shed, when he saw the $65.00 in crisp new bills, and he fell. It happened that a crop failure put the wagon business to the bad for the most of that year, and also affected the following year. At the end of two years the dealer who was no longer a new one, figured the car of wagons up as follows:

7 wagons on time at $70.	$490.00
5 wagons, cash, at $67.50.	337.50
2 wagons, cash, at $65.00.	130.00
2 wagons, cash, at $55.00 and 2 old wagons.....	110.00
1 wagon, customer moved, so did the wagon	000.00
1 wagon, customer died, insolvent	000.00
1 wagon, traded for a horse, horse died.....	000.00
Interest collected on time sales	18.00

"Leaving out the worthless sales the dealer, who had grown gray ere this, found that he had collected $1,087.50, has the skeletons of two old wagons behind his warehouse, and the skeleton of a horse out on the prairie, and two worthless notes in his safe. Against this credit he has $1,200 debit which was the cost of the wagons. Had he loaned it for two years at 7 per cent. it would have earned him $168.00.

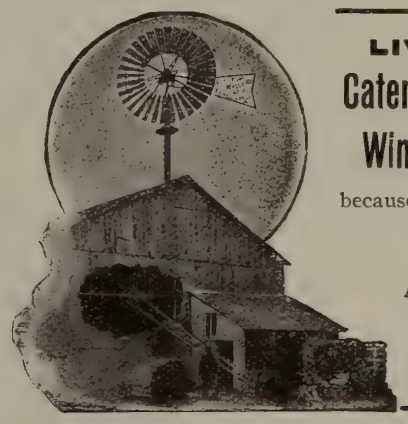
But, someone says, you only account for 19 wagons. We forgot Young Hickory. Back in a corner of the dealer's warehouse stands Young Hickory, but no longer young. He like the dealer, has grown prematurely old and is covered with dust until his name can no longer be read. The dealer has been offering him for $60.00 with no takers, while if we figure his original cost with 7 per cent. added for two years, he is worth $68.40. I wonder if any of us can find Old Hickory in our warehouse.

"The question of 'The cost of doing business' has come up at all the dealers' conventions recently, and it is a subject on which I do not believe too much can be said. I am of the firm opinion that there is nothing so vital to any business, whether implement, or some other line, as to keep close track as to just what the business is costing and what profit it is showing.

Every man who is properly qualified for the business to which he is devoting his time, is entitled in return to a living and enough besides to enable him, after a period of years to retire from business and live comfortably in his old age.

"We should keep a close and strict account of all expense items, charging them to the different funds where they properly belong, and at the end of the year foot up all expenses, including salaries for ourselves, interest on the capital invested, loss on bad accounts, depreciation on stock, donations and the like, and be careful that we don't fool ourselves when taking the annual inventory.

"If we have some stock that will have to be reduced in price in or-



LIVE DEALERS will sell

Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines

because they are of the Highest Grade and Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,

H. CATER.....Proprietor

Brandon, Man.

WILKINSON WAGONS

Wilkinson Wagons have always been sold on their merits — consequently they require no apologies.

Made of the very finest timber—the supply being owned by the factory—they have always "stood up," under all conditions.

The ironing is heavy and of the best class—nothing skimped, and all iron in the place where it does the most good.

They have earned their reputation of being

"The Light Running Wilkinson"

The STEWART-NELSON CO., Ltd.

General Agents, **WINNIPEG.**

der to move, then take it at a price that will show a profit at the reduced price. If twine is on hand which cost 8 cents but the market is weaker by 1 cent per pound, then take it at 7 cents. If notes and accounts are on hand which are doubtful, then leave them out of the inventory, if they are collected the following year we are just that much ahead.

"When we were boys and attended Sunday school, we had a golden text like this, 'Be ye kind one to another.' Let us change this slightly until it reads, 'Be ye square one with another.' Use it when we are meeting in the business field where competition is strong and where we are tempted to believe that 'the other fellow' is the one who is to blame. The golden rule is as good a business as moral guide.

"In conclusion let me advise the members not to neglect the association—attend the meetings—make a habit of it. Every dollar spent in association work is a dollar invested and will bring dollars in return. Dealers will learn that membership in the association is one of their most valuable assets.

"I thank you for the attention you have given me and the courtesy shown me. My visit to Winnipeg will always be remembered with pleasure."

Mr. Mangold resumed his seat amidst hearty and prolonged applause.

It was then moved by Mr. Westbrook, seconded by Mr. Myles, that a vote of thanks be tendered to Mr. Mangold for his most able and instructive address. The motion was carried with applause.

ORGANIZATION WORK.

The president then stated the matter of organization had been left largely in the hands of the secretary and himself. It had been soon evident to them that an organizer was a necessity and they had engaged Mr. F. C. Moore for this work, who, he believed had been fairly successful. He would call on that gentleman to give the members a report.

Mr. Moore said that before he took up the work, he was himself a dealer. He and some others had tried to organize an association on a small scale at Hartney, the town where he was located prior to the formation of the Manitoba Association. He had joined that association as he had become convinced that there was need of association on a large scale. Shortly after the last annual meeting he had started on the road as organizer for the association.

The start was made at Neepawa where he had the assistance of the president. His experience had shown him that it was much harder to secure members in the larger towns where wholesale conditions intervened. He had had good success at Minnedosa, Carberry, Moosomin, Virden, Hamiota and Miniota and fair success at Yorkton. In districts which suffered severely from hail and frost during the past year it was difficult to get members. He begged members to assist him in his work of organization as every one could do much. Personally he had done all he could. While admitting the necessity of financial support he laid stress on the value of sympathy.

Associations of this kind had been of great value in the United States and had the support of the retail trade, he knew of no reason why a successful association could not be built up here.

He had in the course of his work come across and discussed with dealers certain evils at present existing in the implement business. There was a general feeling of dissatisfaction at the express rates on repair parts, etc. There was distrust of certain firms trying to make exclusive contracts which would tend to multiply dealers, as other strong concerns would be represented even if they had to start new dealers where there were dealers enough already.

A matter had come to his attention which he believed the association could take up, namely, in several of the south-eastern portions of Saskatchewan the dealers were not getting all the trade they were entitled to because located ten to fourteen miles to the north of the boundary line, while to the south of the boundary line towns were located as close as three miles. This resulted in the Canadian farmers drawing their grain to the American town, selling it to the bonded warehouse, thus obviating the duty and in this way getting better prices and many purchases were made in the American town. To such an extent was this business carried on that he believed it made a very material reduction to the Canadian implement dealers in that section.

In answer to a question by the president he said he had secured about 50 per cent. of the dealers in the towns so far visited. It would take time to organize and get results but they were sure to come. He thanked the secretary for his hearty support.

It was moved by Mr. Jas. McEwan, of Togo, Sask., seconded by Mr. Joseph Morcombe, Cypress River, that the secretary write to the Customs Department at Ottawa drawing attention to this condition with a view to ascertaining if there was any evasion of duty by American dealers. (Carried.)

Mr. Morcombe spoke on the express rates on small casting repair parts. It was burdensome to the retail dealers to carry an extensive stock of this kind. As it was, the dealers had to charge excessive prices for repairs which was fruitful of discontent. He thought the association should bring the matter to the notice of the Railway Commission.

The secretary stated that the Railway Commission had this matter under consideration at the present time and that there was little doubt of an improved rate being adopted, he hoped for a new classification. It would, in his opinion, be useless to approach the Commission at present as it was difficult to get the railroad commission to take up a matter already dealt with or under consideration.

Mr. Crawford thought that the association might yet do something in the matter. The Wholesale Association had already moved in this business and would be glad of the co-operation of the retailers. As the rate stood at present, the express on some small casting often exceeded the initial cost.

After considerable discussion regarding repairs it was the sense of the meeting that every member of the association and every dealer in his own interest should make a charge of 50 cents per hour (or an amount equal to livery hire and wages) in addition to the cost of repairs for all work done on machines and implements after the expiration of the time warranty upon which they were sold.

In his concluding remarks the president said he was pleased at the growth of the association. He thought it was the general feeling of the members that an organizer should be on the road, and he thought one necessary, at least until there was a good membership. There were about 2,700 dealers in the provinces of Manitoba, Saskatchewan and Alberta, it was a big field to work.

The only way in which they could benefit themselves was by organization. In all other businesses, associations existed. The manufacturers were associated, the professional men were formed into associations, the farmers were largely organized as well. It would be only by association that they could hope to hold their own in the future.

It was the place of the executive to formulate plans for their future action. The matter of express rates, insurance and catalogue house competition were live questions.

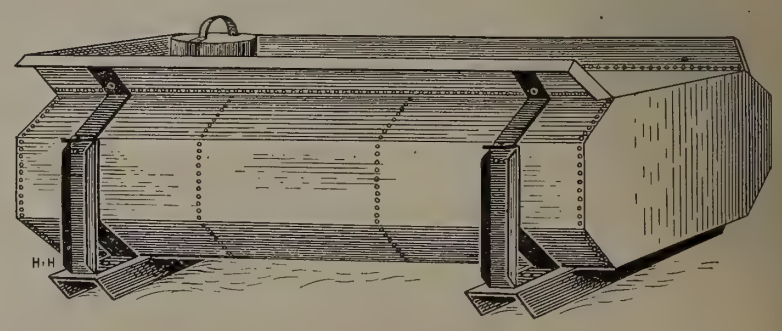
He hoped by the next meeting that something would have been done. He was not going to make a speech but would be glad to hear any of the members present put forward their views on any topic likely to be of interest.

There followed some discussion along the lines already reported; several members having suggestions to make and information to give. At length the motion to adjourn was brought forward by Mr. Simpson, seconded by Mr. McGregor.

The members were not long in finding their way to the splendid dining hall of the Alexandra and in doing justice to the excellent cuisine of the establishment.

STEEL WAGON TANKS FOR WATER, OIL OR GASOLINE

We also manufacture Storage Steel Tanks for any purpose.



RED RIVER METAL CO.

51-53 AIKINS ST., WINNIPEG

Behold in me the guardian small
Of everything that grows –
"Prosperity" – I'm made of grain,
And grain stalks are my clothes.
Good crops, rich profits I will bring
To those who heed my ryhmes –
Good luck to those who have good pluck
And keep up with the times.

Now, should you wish to hear from me
Just write to
Yours,
Prosperity
"Prosp y" for short

%
INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

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The I.H.C. Line

THOUGH you may roam, in any clime
Where farmers garner grain,
Be it far off Australia's hills—
Or Asia's fertile plain;
Go where you may, if tools there be
Foremost of all is found,
The line that goes around the world
And makes the world go 'round.

In torrid zones the camel strong,
In France—the ox
On Russian steppes the
In Kansas— 'tis the
In other lands—the lla.
Propel, for reasons sou
The line that goes aro *d*
And makes the world *und.*

Somewhere each day at aking hay
By Hindoo, Slav or Turk,
The I. H. C. will surely be
Found in the field at work.
This line of tools each nation rules,
And all its praises sound—
The line that goes around the world
And makes the world go 'round.

All kinds of grain on hill or plain
Before these binders fall.
Wheat, oats, corn, rice, bow in a trice.
None is too short or tall.
In heaps they're left, of roots bereft,
In neatest bundles bound—
The line that goes around the world
And makes the world go 'round.

For baling hay to make it pay
Or separating cream,
This line proves best in every test,
For service stands supreme.
For sawing wood, the engine 's good;
With speed all grains are ground—
The line that goes around the world
And makes the world go 'round.

And you—no matter where you be,
No doubt have found this true—
"I. H. C." means simplicity,
Strength, saving—profits, too.
So sell the line that satisfies
And builds up friendship sound—
The line that goes around the world
And makes the world go 'round.

Who Really Pays for Advertising.

A manufacturer recently quizzed his advertising agent as to who paid the advertising bills finally—he or the retailer or the consumer? He was all primed to object, whether the advertising agent replied that he did or the consumer. He saw no way out of the trap he had made for the advertising man, and took him out to lunch with the malicious anticipation of watching him squirm.

But he got somewhat of a surprise and took home with him considerable food for reflection.

In the first place, the advertising man took his breath away and smashed the trap by saying that neither the manufacturer nor the consumer paid the advertising bills. The manufacturer who doesn't advertise pays the bills of the man who does advertise, was the startling but emphatic statement of the advertising man.

At first the manufacturer thought it was just an ingenious but dodging attempt to escape the argument. But the advertising man was in dead earnest. "You are making the same quality of goods as some of the men who don't advertise, are you not? You are getting the same price from the trade, are you not? The bright retailers make exactly the same profit selling your goods, and sell at the same retail prices, don't they? You have spent exactly $70,000 advertising in the six years you have advertised, and you have increased your volume of trade from $600,000 a year to $1,000,000 during that time. Now tell me, do you see where either you or the retailer or the consumer has paid one cent of that $70,000?

"The consumer gets the same quality, and a little more, than he would if he bought unadvertised goods, and in addition he knows who made the tool and has a guarantee; the retailer makes the same profit, plus the big boost in helping him sell the goods, and you—why, you have simply laid down about $10,000 for advertising each year and got back over $66,000 worth of extra business which you could have gotten in no other way at that cost, and you also have added enough cash value to your good will to charge off the whole advertising campaign. Who in all this wide world but the non-advertising manufacturer is paying for your advertising?"

The advertising agent didn't put the case quite strong enough. The expenditure of $10,000 for $66,000 worth of business each year on the face of it doesn't look exciting, but when it is recollected that every bit of it means the opening of new accounts with dealer and public which, like insurance agent renewal premiums, earn profit without much further work for an indefinite future period, then a correct estimate can be made of the full returns of the advertising.

In a great deal of manufacturing wher[illegible] the goo[illegible] one hand, [illegible]n-exorabl[illegible]ency of manufac[illegible]plain that if only they [illegible]profit to work with then [illegible] would advertise—in all these cases the full effect of the striking truth that the non-advertiser pays the advertiser's bill should be allowed to sink in deep. In many cases the complaining manufacturers are themselves now helping to pay the bills of the advertising manufacturers, and they can't help themselves until they get out and advertise, too.—Allen Ray, in Printer's Ink.

The Exhibits of Cream Separators at Winnipeg Fair.

This season proved no exception to that of former years in the extent and excellence of its showing of dairy machinery. As during past years for some time, the display of cream separators and the dairy competition were held in the old main building. The companies taking part in this section had spared no pains to make their booths attractive and the floors were at all times of the day crowded with interested visitors.

Immediately facing the main entrance was the booth of the Empire Cream Separator Co., presided over by the genial H. P. Hansen. The line displayed included the Empire disc and Empire cone separators, five of each make, varying in capacity from 350 to 800 lbs. per hour.

On the immediate left on entering the building was located the commodius and tastefully decorated section of the De Laval Separator Co., under Mr. Neil Dow's direction. On the floor were ten of their Imperial 1908-09 machines varying in capacity from 135 to 1350 lbs. per hour. The latter machine being shown as operated by either hand power or their steel boiler steam turbine which was also in evidence.

Directly across the room was located the Sharples Cream Separator Co., under Mr. Logan's supervision, where they had nine of their tubular separators on view, varying in size from No. 1, which has a capacity of 200 lbs per hour, to No. 9, with a capacity of 1000 lbs per hour. They also had a No. 10 steam turbine machine with a capacity of 1000 lbs per hour connected to their steam boiler.

At the extreme end of the east wing was located the Raymond Mfg. Co. with their line, the National Cream Separator. Mr. Faulkner was in charge of the exhibition. They had a fine display of seven machines of varying capacity from 275 to 700 lbs. per hour.

The United States Cream Separator Co. had an exhibit on the south side of the east wing in charge of Mr. P. W. Simpson, consisting of five U.S. machines varying in size from 200 to 700 lbs. capacity per hour.

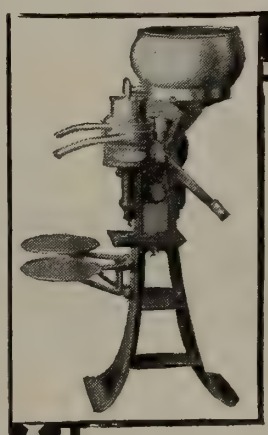
The Magnet Cream Separator Co. showed eight of their machines claiming a capacity of from 400 to 1000 lbs. per hour.

Ancient History and Future Possibilities.

In 1884 a special train from Winnipeg conveyed a party of 50 gentlemen to Rockwood to witness a trial of steam plows on the farm of Messrs. Colquhoun and Stewart.

This was 25 years ago and it gives us an idea of how the world is moving along. In those days the patient ox was doing nearly as much of the plowing on Western farms as was done by horses. Today the ox team is more of a rarity than the engine gang.

It is reasonable to suppose that in 25 years time the horse will have largely given place to the farm motor. It would be approaching near to an economic ideal if the straw of one season's crop could be largely utilized to furnish the power to sow and reap the next season's, with scientific gas generators this should be possible.



De Laval Separators

and others have one thing in common—both are sold on De Laval merits. One because it **actually possesses** these, and others because the uninformed sometimes **think** they do. The difference is all that is possible between "knowing" and "guessing."

Those who **know** buy De Laval Separators—a few buy others and acquire experience which eventually makes for increased De Laval prestige and a proportionate loss of prestige to the dealer who sold the inferior machine.

The De Laval Separator Co.

Montreal, WINNIPEG, Vancouver.

The 1909 Machinery Exhibit at Winnipeg Industrial Exhibition

THE WINNIPEG INDUSTRIAL EXHIBITION A SUCCESS.

The Winnipeg summer fair may be described as having been a decided success. The general opinion of the man on the street was that, viewed purely from the exhibition standpoint, it was above the average. There were several new features that were of interest and high educational value alike to the citizen and visitor.

Education and amusement as we have before stated in these pages are the only things that warrant the expense incidental in organizing an exhibition. The educational side is, of course, the most important, but people must be amused and it is no light task put on the management to secure suitable attractions in this line.

There was probably a wider general interest felt in the great farm motor exhibits and contest than in any other section of the fair except the platform attractions and racing. The dogs were accorded quite an ovation. Poultry fanciers had plenty to interest them and the show of live stock was quite up to the average.

There was at all times a crowd of interested sight seers in the manufacturers' section. But it is evident that the floor space is inadequate to meet requirements and there was some dissatisfaction expressed at overcrowding and unsatisfactory positions. This latter complaint is inevitable as it is impossible for every one to have the best location.

It was gratifying to see the legend "Made in Winnipeg" seldom out of sight, and we are confident that when power becomes cheap and plentiful, as it will in the near future, that "made in Winnipeg" will be still more in evidence.

The electric display exhibited by the city was one of the finest and most attractive expositions of the kind we have ever seen and no doubt brought home to all the vast part electricity plays and is to play in our every day life.

The display of threshing machinery was large and comprehensive. Engines and separators, from the gigantic to the Liliputian were lined up in formidable array busily humming and buzzing. The sun browned faces and sturdy figures of plainsmen, dealers and farmers, who flocked around examining, comparing and consulting were strong evidence of the importance of this line to the western grain fields.

Wet weather interfered to some extent with the racing and the presence of a considerable amount of genuine old time Winnipeg mud caused some discomfort. However, these little things were taken good naturedly. "Good for the crops" covers a multitude of sins on the part of the clerk of the weather.

Although the American-Abell did not exhibit in the Grounds at Winnipeg, at their warehouse just outside of Main Entrance to the Exhibition Grounds they made the above grand display.

We heard unfavorable comment concerning the clamor of vendors of peanuts, etc., who, by the way, are not transparent and who swarm over the grand stand and are a nuisance to people who wish to enjoy the music and platform attractions. Why not eliminate this most objectionable practice?

We can only briefly notice some of the exhibits that are of special interest to our readers.

THE THRESHING MACHINERY, IMPLEMENTS, ETC.

The Sawyer & Massey Co. had an extensive exhibit of threshing machinery, viz: one 30 h.p. compound traction engine, operating a 40x64 Great West separator, equipped with Ruth feeder, S & M. wind stacker and Hartley elevator, bagger and loader; a 24 h.p. compound traction engine operating a 32x56 G.W. separator equipped with S. & M. stacker, Parson's Hawkeye feeder and Perfection bagger; A 19 h.p. simple traction engine driving a 29x50 G.W. separator equipped with S. & M. wind stacker, Wood's steel feeder, and Hartley low down bagger; a Great West separator 24x42 equipped with S. & M. blower, single leg wagon elevator, bagger and Wood's steel feeder, operated by a 16 h.p. Stickney gasoline engine; also one of their road graders, an engine plow, tender, several wood water tanks and an 8 horse sweep power. The exhibit was under the management of Mr. John McVicar.

The Ontario Wind Engine & Pump Co. exhibited 8 Stickney gasoline engines, ranging from 1 to 16 h.p. An interesting exhibit was an 8 h.p. Stickney mounted on skids resting on rollers, which, in turn, rested on another pair of skids which showed the smooth running and balance of the engine. They also shewed a 1½ h.p. operating a pump jack and pump, a line of iron pumps, wood saws, grain grinders, Aylmer stock and platform scales, and an Armstrong & Swan 600 foot well drill.

The Burridge-Cooper Co., had two outfits on view consisting of two 20 h.p. gasoline engines operating two 27 x 39 Little Geiser separators equipped with a full line of their own attachments; a 6 h.p. Gade portable gasoline engine operating a power drill of the Austin Mfg. Co., also Gade gasoline engines of 3, 2 and 6 h.p.

The Canadian Fairbanks Co. had nine of their gasoline engines varying in capacity from 1 to 25 h.p. This included their portable and stationary lines and two of their marine engines, one a single cylinder of 6 h.p. and the other a 3 cylinder of 18 h.p.

Marshall Sons & Co., of Gainsborough, England, shewed a 25 h.p. simple plowing and threshing traction engine equipped to burn either coal, wood, or straw; also a 25 h.p. gasoline traction engine and a 12 h.p. gasoline traction engine.

The International Harvester Co. had exhibits of: an experimental 35 h.p. twin cylinder gasoline traction engine; a 25 h.p. single cylinder gasoline traction engine; a 20 h.p. single cylinder tractor and a 15 h.p. single cylinder tractor; also 20 h.p. portable single cylinder gasoline engine operating a 27x42 "New Century" separator with full equipment, all manufactured by the Altman-Taylor Co.

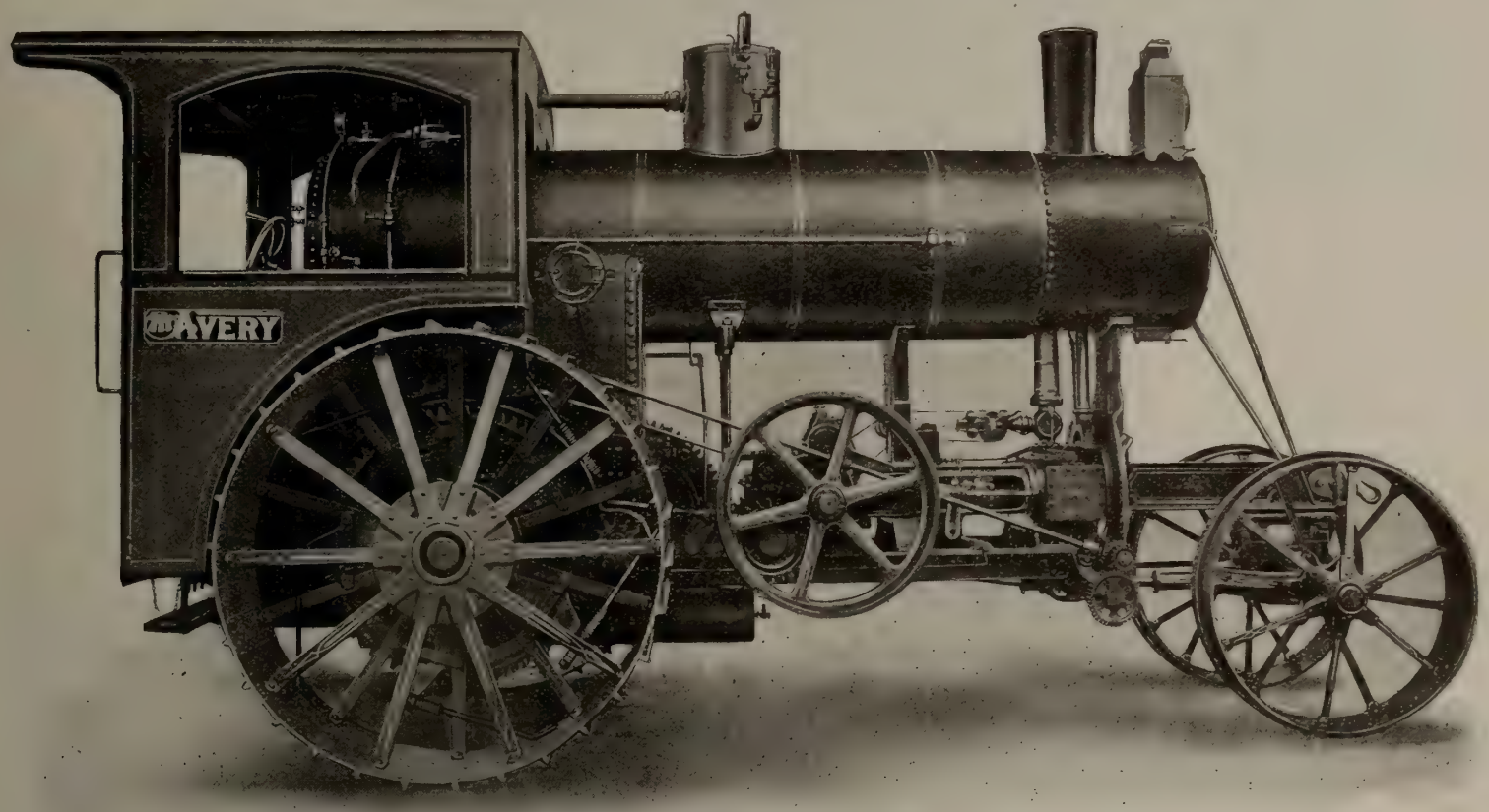
The J. I Case Company, in addition to the 15 h.p. simple hill climber, had a 15 h.p. portable engine for supplying steam to the Calliope; a 20 h.p. simple traction engine operating a 32x54 steel separator equipped with high elevator and weigher; a 24 x 42 seperator folded, ready to move; a 9 h.p. simple portable engine and a 32 h.p. simple traction plowing engine, similar to the one in the plowing contest.

Messrs. Haug Bros. & Nellermore showed the Avery lines and

TWO GOLD MEDALS and a SWEEPSTAKES MEDAL

WERE CARRIED from the BRANDON MOTOR CONTEST by the YELLOW FELLOWS

The Avery 30-h.p. Double Cylinder Undermounted Plowing Engine demonstrated clearly its superiority over all other engines in its class by winning sufficient points (139.58) to not only give it the Gold Medal in its class but the Sweepstakes Medal as well. This latter medal was given to the Avery engine for winning the greatest number of points scored by any engine entered in the entire contest.



AVERY DOUBLE CYLINDER 30-H.P. ENGINE

A TRIUMPH FOR THE Double Cylinder Undermounted Traction Engine

139.58 points out of a possible 145 shows an almost perfect engine.

DON'T THIS MEAN SOMETHING TO BOTH YOU AND YOUR CUSTOMER?

What better evidence can be given of the superiority of Avery Double-Cylinder Undermounted Engines over all others for all kinds of farm work, such as Hauling, Plowing, Threshing, etc.

The 4-Cylinder 12 h.p. Avery Gasoline Farm Tractor

Also won the Gold Medal in its class against engines much larger in size and capacity. The final result, however, showed clearly the stuff of which it was made.

Its work on the brake clearly demonstrated its ability to pull in the belt, and its work of plowing with a three-bottom engine gang showed its draw-bar efficiency. Its plowing stunt was a revelation to everyone that witnessed it.

AVERY FARM TRACTOR

DON'T FORGET ! That Avery Separators are in the same class as Avery Double Cylinder Undermounted Engines and Avery Farm Tractors

AVERY CO., IOWA ST., PEORIA, ILL., U.S.A.

.. OR ..

HAUG BROS. & NELLERMOE CO., LTD.

Canadian Jobbers WINNIPEG, MAN. CALGARY, ALTA.

Avery Co., 30-h.p. Double Cylinder Undermounted Steam Engine, Winner of Gold Medal in Class D., and Sweepstakes Medal at Brandon, and Bronze Medal winner in Class E. at Winnipeg, hauling a 10-furrow 14-inch Cockshutt Engine Gang. Observe the straight furrow.

had on view a 20 h.p. double undermounted Avery engine driving a 36 x 54 "Yellow Fellow" separator equipped with a full line of attachments, also a 30 h.p. Avery engine, top mounted on a return flue boiler, operating a 42 x 70 "Yellow Fellow" separator with a full line of attachments. They had also two Avery farm tractors of 45 h.p. (4 cylinders) one of them driving a 22 x 36 "Yellow Fellow" separator equipped with Avery feeder. We understand these tractors can travel 15 miles an hour with a load of 100 bushels of wheat.

The M. Rumely Company had a 30 h.p. double cylinder traction engine operating a 40 x 64 separator complete; a 25 h.p. simple traction engine operating a 36 x 60 separator complete; a 36 h.p. double cylinder plowing engine in the competition and a 28x44 separator with full line of attachments.

The Gaar-Scott Co. had a 40 h.p. compound traction plowing engine; a 25 h.p. double traction plowing engine; a 25 h.p. simple traction engine driving a 40x64 Gaar-Scott separator; a 22 h.p. simple traction engine driving a 36x60 separator, and a 16 h.p. simple traction engine driving a 28x40 separator; all separators equipped with a full line of Gaar-Scott attachments.

Geo. White & Son, of London, Ont., had on view a 25 h.p. simple traction engine operating a Challenge 36x60 separator fitted with feeder, blower and bagger.

R. Bell & Co. had a 30 h.p. simple traction engine and a 22 h.p. compound traction engine operating 32x56 Imperial separator fitted with the Ruth feeder, Bell stacker and Perfection bagger also a wooden water tank.

Hart, Parr Co., of Portage la Prairie had a 22 h.p. gasoline traction engine operating a Gaar-Scott 33x52 separator.

The Waterloo Mfg. Co., of Portage la Prairie had a 25 h.p. simple traction engine operating a 40x62 Manitoba-Champion separator fitted with Waterloo stacker and feeder and Perfection bagger, and an 18 h.p. simple traction engine operating a 22x42 separator of similar make and equipment.

The Waterous Engine Co., Winnipeg, had a 22 h.p. simple traction engine operating a Goodison 36x60 separator with full attachments, and one of their No. 7 gasoline village fire engines in operation.

The Manitoba Wind Mill & Pump Co. had a 20 h.p. Manitoba gasoline engine operating a Geo. White 30x52 separator, also two 7 h.p. Manitoba stationary gasoline engines; Manitoba grain grinders and wood saws.

H. J. Helgeson, Winnipeg, had on view the Winneshiek line manufactured by the Cascaden Mfg. Co., of Waterloo, Iowa; a 25 h.p. simple traction engine operating a 36x60 Winneshiek separator equipped with Monarch feeder, Helgeson blower, and gearless Russel feeder, also a

International Harvester Co. 15-h.p Gasoline Engine, Winner of Gold Medal in Class A., and Sweepstakes Medal at Winnipeg, and Silver Medal in the Brandon Contest at work in the Brake test.

Nichols & Shepard, of Regina, Sask., had a 25 h.p. double, simple traction engine operating a 36x56 separator fitted with Nichols & Shepard blower and feeder and Hartley bagger.

wood water tank and wood grain tank.

The Sylvester Auto-Thresher & Engines, Ltd., of Winnipeg, had on exhibit in operation one of their gasoline automobile threshers, combining engine and separator. This machine received a great deal of attention.

The Belden Sheaf & Hay Loader Co. had one of their loaders on exhibit, a machine designed to be drawn alongside of a wagon to elevate hay or sheaves into the wagon without stopping. This machine is designed to do away with pitchers in the field.

The Kramer Co., of Paxton, Illinois, had several of their rotary harrow attachments fitted to gang and sulky plows, showing the utility of this farm implement.

G. Spenst, of Gretna, had one of his elevator grain cleaner and separators on view.

The Parsons Hawkeye Mfg. Co. had in operation an Acme portable

Kinnard-Haines Co., 40-h.p., Winner of Gold Medal in Class C., at Winnipeg, pulling an 8-furrow 14-inch John Deere Engine Gang.

We GUARANTEE the FARMERS

That TIGER DRILLS are BETTER

Not just as good as any other but BETTER

than any other, in the character of work, preparation of seed bed, uniformity of depth and distribution of seed, lightness of draft and durability of machine.

WE CAN SHOW THE DEALER

in five minutes these points of absolute, guaranteed superiority. He can point them out to the farmer as quickly, and guarantee every claim for us. We will back him up with the "money back" to every farmer in whose hands the **Tiger** fails to make good.

We make a drill and seeder for every purpose. Nearly 200 styles and sizes. Write us for terms for sole agency in your locality.

J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD, Distributing Agents,

WINNIPEG, MANITOBA

GASOLINE ENGINES THAT ARE WINNERS

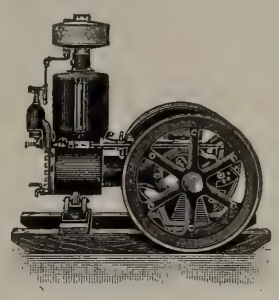
are the kind we sell, and have the Dominion Agency for:

THE FAMOUS "FLOUR CITY" TRACTION 30 or 40-h.p. **Won the Gold Medal** at Winnipeg Fair last year and **again this year.** These are the engines you want for your trade for Plowing and Threshing.

In Stationary and Portable Engines **THE CELEBRATED STICKNEY** has them all beat, as the **"simplest, strongest, best," all-round engine for the farmer. Our sales have doubled for these this year.**

The Canadian Airmotor is still in the lead as the lightest running, longest lived Windmill made. Your customers want them to do pumping and save time and money in their busy season.

Our Well Drilling and Boring Machinery is in great demand. **You can make big money** out of this line.



Our new "SIMPLEX" Grinder is the cheapest and best thing ever offered the trade. Get our offer on this.

Our AYLMER FARMERS' WAGON and STOCK SCALES will be in great demand this fall. See our Special Booklet.

Our new Pump Catalogue and Price List is an eye opener. Write us at once for it.

ONTARIO WIND ENGINE & PUMP CO.

Limited,

WINNIPEG, MAN.

BINDER TWINE FOR 1909

The Famous (Circle G.)

G

Pure Manila - 650 ft.
Manila - - - 600 ft.
Standard Manila - 550 ft.
Standard - - 500 ft.

Brands.

Manufactured by

The J. C. GROENDYKE CO., Chicago, Ill.

at their Miamisburg and Canadian Mills.

Good Reliable Agents wanted in all Towns

For Terms, Prices, &c., apply

M. O. HEDLEY & CO.

Western Representatives

BRANDON, Man.

J. I. Case 32-h.p. Single Cylinder Steam Engine in Winnipeg Hauling Test, Winner Gold Medal, Class E., at Winnipeg, and Winner of Silver Medal in Class D, at Brandon.

grain elevator, sweep power, wagon dump, a White Wings feeder, a detachable wagon box manure spreader, and Perfection washing machines.

The Neepawa Mfg Co. showed a Farmer's Friend wind stacker.

L. J. Collins showed one of his improved bob-sleighs; this sleigh has an extra heavy bunk and double runners on rear bob.

Hammond, of Winnipeg, had a stooking binder attachment.

The O.K. Grain Shocker showed one of their machines.

The Hamilton Pulveriser Co. had a line of their wheel plow pulveriser attachments.

The Cameron Manufacturing Co., of Winnipeg, showed a portable grain elevator.

The Homan Automatic Shocker Co., of Winnipeg, had one of their devices on view, which attracted a considerable amount of attention.

The Canadian Swenson Co., of Lindsay, Ont., showed a steel cable sweep, stumping and grubbing machine.

MANUFACTURERS' BUILDING.

The Winnipeg Ceiling & Roofing Co. showed a corrugated galvanized iron grain tank.

Johnson & Scott had a line of O.K. Canadian potato machinery, including cutter, planter, digger, sprayer and some hand tool cultivating machinery, also a Ureka sanitary churn.

The American Seeding-Machine Co. had on view their full line of grain drills, wheel discs and disc harrows.

The Red River Metal Co. showed oval and octagon tanks, cistern tanks, stock watering tanks, oval trough, coal shute and feed cooker, also a wagon tank for gasoline.

The Dowagiac Mfg. Co., of Dowagiac, Michigan, had a couple of drills on view, a 20 double disc drill and a 22 single disc drill, under the able management of Mr. S. C. Swayne, their Chicago representative.

Beeman Mfg. Co. had on view a couple of Jumbo grain separators with and without elevator attachments, also a couple of picklers.

The Hero Mfg. Co. Ltd., Winnipeg, had a full line of their Hero and Bonanza separators on exhibit also a couple of grain picklers as well as a number of Hero White Cloud washers.

Manson-Campbell Co., of Chatham, had a line of their goods consisting of Chatham fanning mills, kitchen cabinets, scales, fireless cooker and vacuum cleaner.

The London Hardware Specialty Co. showed litter and hay carriers.

The Harmer Implement Co., had a line of J. I. Case sulky, gang and walking plows and disc harrows; Racine Economy Spring Co.'s harrow attachments for wheel plows; New Superior fanning mills, Wizard portable grain elevator, steel wheeled farm trucks, harrow carts, White sewing machines, and binder twine.

The Noxon Co., of Ingersoll, Ont., had exhibits of full lines of binders, mowers, cultivators, hay rakes, etc.

The Boyce Carriage Co. showed a line of their busses, delivery wagons and pleasure sleighs.

The Anchor Fence Co. had on view a full line of their fencing, garden gates, garden seats, metallic flower-stands, etc.

The American-Abell Engine & Thresher Co. did not have an exhibit of their lines at the fair, but, as in previous years, had a full line of their machinery on view at their warehouses, opposite to the main entrance to the grounds.

With all of his faults Ananias was never accused of writing tombstone inscriptions.

It is difficult to keep a purse fat on a slender income.

A Postal Card will bring one of our travellers to you with a full range of samples of **Harness Collars** and **Harness Sundries.** Our designs are **New** and **Distinctive,** consequently they are **Easy Sellers** and **Profit Producers.**

CUTTERS and CARRIAGES

We are booking orders now for Fall and Spring in the above lines and our values are **special** as well as **designs** and **finish** being the best that art and skill can produce. Investigate before placing your orders.

E. N. HENEY CO., LTD.

MONTREAL, P.Q. WINNIPEG, Can.

O.K. Canadian Two Horse
ELEVATOR DIGGER

Satisfaction Guaranteed.

Catalogue for the asking.

Write for prices and terms to-day

CANADIAN POTATO MACHINERY CO. LTD., GALT, ONTARIO

AGRICULTURAL MOTOR CONTEST

HELD DURING THE WINNIPEG INDUSTRIAL EXHIBITION, JULY 7th TO 17th, 1909.

It is perhaps no surprise to many that the greatest Motor Contest ever held should take place in Western Canada, for this country though but in its infancy is, we believe, destined to be the most extensive user of agricultural motor power of any in the world. It was also natural that it should be held in connection with the most successful Exhibition ever held here. It was a happy idea. Many were drawn to the Fair that they might see the Motor Contest, and thousands who attended the Fair availed themselves of the opportunity to witness it. Crowds of farmers, dealers, jobbers and manufacturers watched it from the beginning to the end. It is safe to say that it will result in great benefit to the country generally. A like competition should take place somewhere in Western Canada every year, if for no other reason than that farmers who should have other than horse power may have the utility of motors brought before them.

International Harvester Co., 20-h.p. Gasoline Tractor, Gold Medal Winner in Class B. at Winnipeg and Brandon Contests, pulling a four-furrow Cockshutt Engine Gang.

The contest last year was more especially for the purpose of finding a light-weight motor sufficiently powerful to do general farm work and that could be sold at a price within the average farmer's reach. This year nothing was barred, and the result was that there were entries of engines of nearly all styles and types, there being no limits or conditions except as to weight. There were gasoline motors whose brake horse power scaled all the way from 19 to 60, weighing 5,000 to 22,000 pounds, with from 1 to 4 cylinders, drivers from 41 to 96 inches with speeds of from 1½ to 15 miles an hour and at prices as low as $1,700 and from that up to $3,400.

M. Rumely Co., 36-h.p. Steam Traction Engine, pulling a 14-furrow 14-inch John Deere Engine Gang in Winnipeg Competition.

The steam engines included simple, double simple, compound, and tandem compound cylinders, from 60 to 110 horse power. There were engines over and under the boiler, drivers from 75 to 84 inches and of different widths up to 40 inches, and of weights ranging from 2,600 to 40,860 pounds, and prices from $3,250 to $4,050. Never before did the dealer have such an assortment of engines from which to select nor such an oportunity to study what types, weights, powers and prices would best suit his locality and trade.

Twenty-two entries were submitted and of these eighteen were on the ground ready for the trial. The judges were C. Brydon Jack, professor civil engineering, Manitoba University; W. J. Brandon, assistant professor, farm mechanics, Manitoba Agricultural College; William Cross, formerly superintendent motive power C.P.R.; W. A. Duff, western manager Canadian Westinghouse Co., and Prof. A. R. Greig, B.Sc., engineer in charge.

The engines were classified according to horse power and not according to weight. On this basis there were five classes, except that it was found advisable to put the steam engines all in one class, thus making but four entirely separate classes :— Class A, for internal combustion engines to 20 brake h.p.; Class B, for internal combustion engines 20 to 30 brake h.p.; Class C, for internal combustion engines 30 brake h.p. and above. The steam power Class D was for 75 brake h.p. and steam Class E was for 75 brake h.p. up to 120. Later the Class D was withdrawn, leaving only Class E in the steam division. The awards were made upon the following scale of points:

	Pts.
Brake test	20
Plowing test	20
Protection of working parts	5
Variation of speed	10
Clearance of working parts	5
Price	10
Distance travelled without replenishing	10
Hauling test	15
Turning capabilities	5
Accessibility	10
Ease of manipulation	10
Steadiness of running	5
Design and construction	20
Total points	145

BRAKE TEST.

The brake test was begun July 7th and continued till Monday 12th. There was but one brake and, therefore, only one engine could be tested at a time. Fifteen of the engines completed this test, the shortest time occupied being one hour and the longest, two hours and six minutes. During the test every eight to twelve minutes readings were taken showing the number of revolutions per minute, the dynamometer pull on the rope and noting the weight on the scales. From these readings the brake test in

RESULTS OF AGRICULTURAL MOTOR CONTEST

CLASS	MAKERS	Cylinders: Number	Cylinders: Diameter	Cylinders: Stroke	Rated Revs per Minute: Engine		Rated Revs per Minute: Pulley		Horse Power: Nominal	Horse Power: Specified Brake	Pulley: Diameter	Pulley: Face	Drivers: Diameter	Drivers: Face	Total Width over Drivers	Speeds	Miles per Hour	Capacity of Fuel Tank	Capacity of Water Tank	Weights: Total	Weights: On Drivers	Cash Price F.O.B. Winnipeg	H. P. Develd	Revs. Engine Pulley	
			in.	in.	from	to	from	to			in.	in.	in.	in.	ft. in.							$			
A Internal Combustion 20 h.p. and under	International Harvester Co.	1	8	14	250	300	250	300	15	19 5	36	9½	56	22	7 6	1.75	2¼	25	58	9,900	7,100	1,700	19.7	249	
	Avery Co.	4	4¾	5	1,000	1,500	1,000	1,500	12	36	9¼	9	41	18	7 3	1.5	15	20	75	5,000	2,300	2,500	17.9	865	
	Marshall, Sons & Co.	2	7	7	700	800	350	400	12	30	24	7	78	18	9 2	2.25	3¼	30	54	14,500	.....	2,500	.....	.....	
B Internal Combustion 20-30 h.p.	Russell & Co.	3	8	10	.....	350	.....	350	20	44	28	10½	58	36	9 0	.....	. ...	42	71	17,150	12,690	2,400	26.2	311	
	International Harvester Co.	1	8¾	15	240	290	240	290	20	28	40	10½	70	20	8 5	1.75	2.5	25	58	13,500	9,600	2,200	22.0	254	
	Kinnard Haines Co.	4	6¼	7	.....	650	.....	325	30	45	30	9	84	18	8 1	.....	2¾	26	180	13,875	.....	2,250	29.7	260	
	International Harvester Co.	1	8¾	15	240	290	240	290	20	28	38	10½	70	18	6 8	1.9	2.4	25	54	12,500	9,000	2,200	24.2	235	
	International Harvester Co.	1	8¾	15	240	290	240	290	20	28	38	10½	64	22	8 6	1.75	2.5	25	58	12,600	9,400	2,200	24.9	260	
C Internal Combustion over 30 h.p	International Harvester Co.	2	8¾	14	300	325	300	325	35	45	32	10½	75	18	.....	2.25	3.5	54	97	20,000	14,000	2,700	46.0	292	
	Gas Traction Co	4	6	8	500	800	500	800	25	35	18½	9	96	18	.....	.....	.....	37	...	13,600	9,000	2,750		Score	
	Marshall Sons & Co.	4	7	7	700	800	350	400	25	60	23¾	10	78	24	10 3	.....	.....	61	79	22,000	16,570	3,400	58.5	365	
	Kinnard Haines Co.	4	7½	8	.....	500	.....	315	40	60	30	10	96	24	9 3	.....	.....	40	290	18,500	.....	2,700	45.6	295	
	International Harvester Co.	1	10	15	240	290	240	290	25	30	40	10½	72	18	.....	2	2.5	37	71	17,000	12,400	2,400	31.6	253	
D Steam Engines	J. I. Case Co.	1	12	12	.....	230	.....	230	32	110	43½	16	84	36	12 10	.....	2.37	lbs 2,500	305	40,260	32,360	4,050	97.5	229	
	M. Rumely Co.	2	7¾	14	.....	235	.....	235	36	120	40	12	84	40	12 0	.....	2 33	1,400	400	37,000	.....	3,974	105.5	238	
	Marshall Sons & Co.	1	9½	12		230	.....	230	25	60	37	10	75	30	.....	.. ..	2.25	850	200	26,000	17,000	3,250			
	Russell & Co.	2	7¼ 11	12	....	230	.....	230	30	60	42	14	84	36	11 2	.....	2.5	875	450	38,432	19,320	3,400	66.8	211	
	Avery Co	2	7	10	250	300	250	300	30	90	40	12	80	26	11 8	1.9 2.82	2.62 3.15	2,700	320	40,860	31,120	3,650	73.6	254	

NOTE:—Fuel Consumption is stated in Imperial Gallons (277.27 Cu. Ins.) or 100 Lbs. of

the official table was made up. With this explanation our readers can readily follow in the table the work of each engine in this test, thus obviating the necessity of including it under separate items.

HAULING TEST.

We do not give the dynamometer draft in the hauling test for the reason that during this test the weather was changeable, thereby affecting very materially the ground over which the engines travelled. This, by the way, consisted of almost every sort of track, from an old slough to good block pavement, including in the route, mud-holes, macadam and good firm prairie. The reader can readily see that while this condition was such as to put the engine and driver to the most severe test, it was almost ideal for bringing out the possibilities of the engines.

PLOWING TEST.

The plowing test commenced Tuesday, July 13th and all engines in this test then assembled in the field about half a mile south of the C.P.R. track. This test, we believe, was more generally understood by the dealers, farmers and spectators than either of the previous tests. The lands had been laid out 1,980 feet in length and varying in width to correspond with the horse power of the engines. A strip ten feet wide was left between the contestants. Each engine was expected to plow its allotment regardless of the time required.

The recording dynamometer was used between the plow and the engine for one round and its record was taken as an average ull for the entire test. The rule was that the plowing should be at least four inches deep. The work accomplished was certainly a surprise, alike to manufacturers and spectators, as the furrows were of an even depth, well turned over and of a straightness seldom seen with horse power.

SYNOPSIS OF RESULTS.

We here give a list of the competitors in the different classes following the order of the judges' awards in each class.

Class A, internal combustion engines, 20 h.p. and under.

International Harvester Co., Engine, No. 5, single cylinder 15-h.p. gasoline, in the hauling test pulled 13,370 pounds in 105½ minutes, travelling a distance of 26,800 feet. In the plowing test, with a three-furrow 12 inch Emerson in an hour and fifteen minutes, plowed 1.09 acres with an average dynamometer draft of 1,510 pounds, and a gasoline consumption of 1.64 gallons, and was awarded the gold medal with a score of 115.4.

Avery Co., Tractor 15, four cylinder 12-h.p. gasoline. In the hauling test this little engine pulled 7,604 pounds 45,560 feet in 117 minutes. In the plowing test this tractor pulled a two-furrow 14-inch Moline (Flying Dutchman) gang plow, plowing, 1.06 acres in 58 minutes with an average dynamometer draft of 1,360 pounds and a gasoline consumption of 3.57 gallons. Awarded silver medal with a score of 106.

Marshall Sons & Co., No. 12 two cylinder, 12-h.p. gasoline, in the hauling test pulled a load of 13,870 pounds, 21,440 feet in 111½ minutes. In the plowing test this engine pulled a five-furrow 14-inch Cockshutt engine gang, turning over 1.59 acres in 103 minutes with an average dynamometer

The "Horses' Friend," The Avery Farm Tractor, Winner of Silver Medal Class A, at Winnipeg, and Winner of Gold Medal Class A, Brandon. A 2-bottom Moline "Flying Dutchman" gang was used at Winnipeg and a P. & O. Canton at Brandon.

THE WINNIPEG EXHIBITION, JULY 7—17, 1909

Brake Tests								Hauling Tests									Plowing Tests											
	Fuel Used	¢ Fuel Used	H.P. Hours per Unit of Fuel	Running Time	Mean Effective Pressure	Water Evap'd per lb. of Coal	Lbs. of Water per H.P. Hour	Load Hauled	Average Draw Bar Pull	Distance Travelled	Fuel Used	Time Hauling Minutes	1000 Ft. lbs. per Unit of Fuel	Draw Bar H.P.	Draw Bar H.P. Brake H.P.	Water Used	1000 ft. lbs. Hauled per gal. Wt.	Plows. Number	Plows. Width	Acres Plowed	Time Plowing (Mins.)	Average Draw Bar Pull	Water Used	Fuel Used	Fuel per Acre	Engine No.	Total number of points scored out of possible 145	PRIZES AWARDED
																			in.									
2	1 47	5.9	13.4	60	89	....	....	13370	1350	26800	3.64	105½	9940	10.4	.528	8.7	.....	3	12	1.09	75½	1510	8.12	1.64	1.5	5	115.4	1st
0	4.3	21.5	8.3	120	46.3	....	...	7604	818	45560	5.43	117	6867	9.7	.542	2.7	.....	2	14	1.06	85	1360	.35	3 57	3.36	15	106	2nd
...	.....	.....	.....	...	....	...	....	13870	1650	21440	10.21	111½	3465	9.7	.....	28	.....	5	14	1.59	103	2950	.....	7.86	4.9	12	100	3rd
5	6.4	15.2	5 5	81	44.2	....	....	20800	2236	18760	6.18	79⅙	6787	16.1	.615	12.5	.....	4	14	1 7	121½	2200	.....	7.93	4.66	6	106.8	2nd
	3.7	14 8	11.89	120	76	....	....	29970	2650	18760	4.95	123	10050	12.25	.557	8.3	.....	4	14	2.17	117	2850	10.6	5.21	2.4	7	112.1	1st
8	7.3	28.0	8.0	118½	52.6	....	....	19480	2395	24120	6.93	98	8336	17.8	.600	12	....	6	14	2.55	101	3625	6.5	6.14	2.41	13	105.8	.....
0	3.9	15.6	12.4	120	90.4	....	....	17000	1775	26800	6.03	127½	7888	11.3	.467	12	....	4	14	1.7	84.5	2700	.....	4.57	2.69	17	104.1	.....
0	3.6	14.4	13.8	120	84	....	....	18200	1750	26800	5.86	118¼	8007	12.0	.482	17.7	....	4	14	1.7	91.5	3100	10	4.29	2.52	21	106.5	3rd
0	12.1	22.4	7.6	120	73.8	....	....	WITHDRAWN																		2	.....	...
	uted because test was not completed							21090	2750	24120	11.0	96	6030	20.9	.....	4.6	.....	6	14	1.27	44½	5250	.....	4.79	3.77	3	.....	.....
	15.4	25.2	7.6	120	58 8	....	....	26000	4550	21440	12.14	108.5	8035	27.2	.465	38	.....	8	14	2.55	71	5500	.....	9.61	3 77	8	102	2nd
2	10.9	27.2	8.4	120	54.4	....	....	27745	3050	24120	8.21	113.5	8960	19.7	.432	10	.....	8	14	3.4	99	4980	.....	8.43	2.48	16	109	1st
3	5.6	15.1	11.3	120	84	....	....	13500	3250	21440	7.14	113.	9759	18.7	.581	16	.....	WITHDRAWN								19	100	3rd
0	700	28	30	126	62	8.3	28.3	37000	3960	21620	613	105	14000	24.7	.253	496	172	12⅓								1	121.3	1st
0	1034	74	20.4	120	66	7.4	36.5	40260	4860	24120	666	127	17580	28	.265	536	218	11⅔	14	3.6	62	9300	348	442	123	9	106.2	....
								WITHDRAWN										14	14	4.29	75	9860	.....	580	135	11	.....	.....
0	442	50	30.2	120	.....	9.8	32.5	34000	4200	21400	664	119	13500	22.8	.341	376	239	10	14	3.18	76	7400	470	454	143	14	118 5	2nd
	815	30	18.1	120	74.5	6.4	35.3	34000	4200	8760	500	95	15750	25.1	.341	396	199	87/9 10⅔	14	4.0	72	7900	.....	510	127	20	115.7	3rd

Length of Ground Plowed, 1980 Ft. Length of Hauling Course, 2680 Ft.

craft of 2,950 pounds and a gasoline consumption of 7.86 gallons. This engine received the bronze medal with a score of 100 points.

Class B, internal combustion engines, 20 to 30 h.p.

International Harvester Company of America, No. 7, single al Harvester Co., No. 7, single cylinder 20-h.p. gasoline. In the hauling contest pulled a load of 29,970 pounds a distance of 18,760 feet in 123 minutes. In the plowing contest this engine pulled a four-furrow 14-inch Cockshutt engine gang, turning over 2.17 acres in 117 minutes with an average dynamometer draft of 2,850 pounds, with a gasoline consumption of 5.21 gallons, and was awarded the gold medal with a score 112.1.

Russell & Co., No. 6, three cylinder 20-h.p. gasoline engine. In the hauling test pulled 20,800 pounds a distance of 18,760 feet in 79 minutes. In the plowing contest this engine pulled a four-furrow 14-inch John Deere engine gang, turning over 1.7 acres in 121½ minutes with an average dynamometer draft of 2,200 pounds and with a gasoline consumption of 7.93 gallons, and was awarded the silver medal with a score of 106.8.

International Harvester Co., No. 21, single cylinder 20-h.p. gasoline engine, in the hauling test pulled an 18,200 pound load a distance of 26,800 feet in 118¼ minutes, and with a four-furrow 14-inch Cockshutt engine gang turned over 1.7 acres with an average dynamometer draft of 3,100 pounds in 91.5 minutes with a gasoline consumption of 4.29 gallons, and was awarded the bronze medal with a score of 106.6 points.

International Harvester Co., Engine No. 17, single cylinder 20-h.p. gasoline. In the hauling contest pulled 17,000 pounds a distance of 26,800 feet in 127½ minutes, and with a four-furrow 14-inch Cockshutt engine gang plowed 1.7 acres in 84.5 minutes with an average dynamometer draft of 2,700 pounds and a gasoline consumption of 4.57 gallons with a score of 104.1 points.

The Marshall Sons, Co., England, 25-h.p Gas Tractor, Winner of Silver Medal, Class C, Winnipeg, just after it had finished the plowing test. It has a 9-bottom 14-inch Cockshutt engine gang attached. The Marshall 12-h.p. Gas Tractor can be seen in the immediate left and further over the International Harvester Co.'s 28-h.p. Gas Tractor.

Kinnaird-Haines Co., Engine No. 13, four cylinder 30-h.p. gasoline in the hauling test pulled a load of 19,480 pounds a distance of 24,120 feet in 98 minutes. In the plowing contest with a six-furrow 14-inch John Deere engine gang plowed 2.55 acres in 101 minutes, with an average dynamometer draft of 3,625 pounds and a gasoline consumption of 6.14 gallons, receiving a score of 103.8¾ points.

Class C, internal combustion engines, 30-h.p and over.

Kinnaird-Haines Co., Engine No. 16, four cylinder, 40-h.p. gasoline. In the hauling test pulled a load of 27,745 pounds a distance of 24,120 feet in 113.5 minutes. In the plowing contest with an eight-furrow 14-inch John Deere engine gang turned over 3.4 acres in 99 minutes with an average dynamometer draft of 4,980 pounds and a gasoline consumption of 8.43 gallons. This engine was awarded the gold medal with a score of 109 points.

Marshall Sons & Co., Engine No. 8, four cylinder 25-h.p. gasoline. In the hauling contest pulled a load of 26,000 pounds a distance of 21,440 feet in 108.5 minutes, and with an eight-furrow 14-inch Cockshutt engine gang plowed 2.55 acres in 71 minutes with an average dynamometer pull

of 5,500 pounds and a gasoline consumption of 9.61 gallons. This engine received the silver medal with a score of 102 points.

International Harvester Co., Engine No. 19, single cylinder 25-h.p. In the hauling test this engine pulled 13,500 pounds 21,-450 feet in 113 minutes with an average draw bar pull of 3,250 pounds and a gasoline consumption of 7.14 gallons. This engine received the bronze medal with a score of 100 points.

Gas Traction Co., Engine No. 3, four cylinder 25-h.p. gasoline. In the hauling contest pulled a load of 21,090 pounds a distance of 24,120 feet in 96 minutes, and with a six-furrow 14-inch John Deere engine gang turned over 1.27 acres in 44¼ minutes with an average dynamometer draft of 5,250 pounds and a gasoline consumption of 4.79 gallons. As this engine did not complete the brake test the judges did not score its points.

International Harvester Co., Engine No. 2, two-cylinder 35-h.p. gasoline. This engine completed the brake test and, upon entering the hauling test met with an accident and was withdrawn.

Class E, steam engines.

J. I. Case Co., Engine No. 1, single cylinder 32-h.p., steam. In the hauling contest this engine pulled a load of 37,000 pounds a distance of 21, 620 feet in 105 minutes, and with a 12-furrow 14-inch Cockshutt engine gang one-third of the time and eleven-furrow two-thirds of the time, plowed 3.6 acres in 62 minutes with an average dynamometer draft of 9,300 pounds, and a coal consumption of 442 pounds. This engine was awarded the gold medal with a score of 121.3 points.

Russell & Co., Engine No. 14, two-cylinder 30-h.p., steam. In the hauling test this engine pulled a load of 34,000 pounds a distance of 21,400 feet in 119 minutes, and with a ten furrow 14-inch John Deere engine gang plowed 3.18 acres in 76 minutes with an average draw bar pull of 7,400 pounds and a coal consumption of 454 pounds. This engine received the silver medal with a score of 118.5.

Avery Company, Engine No. 20, two cylinder 30-h.p., steam. In the hauling test this engine pulled 34,000 pounds a distance of 18,760 feet in 95 minutes, and with a ten-furrow 14-inch Cockshutt for 2-9 of the time and an eight-furrow Cockshutt engine gang for 7-9 of the time plowed 4 acres in 72 minutes with an average dynamometer draft of 7,900 pounds and a coal consumption of 510 pounds. This engine received the bronze medal with a score of 115.7.

M. Rumely Co., No. 9, two cylinder 36-h.p., steam. In the hauling test this engine pulled 40,-260 pounds a distance of 24,120 feet in 127 minutes, and with a fourteen-furrow 14-inch John Deere engine gang turned over 4.29 acres in 75 minutes with an average dynamometer draft of 9,860 pounds and a consumption of coal of 580 pounds. This engine received a score of 106.5 points.

Marshall & Sons Co., Engine No. 11, single cylinder 25-h.p., steam. This engine was withdrawn.

Engine No. 5 of the International Harvester Co., single cylinder, 15-h.p., gasoline which scored 115.5 in Class A, was awarded the championship prize for the motor gaining the highest number of points together with suitability for general purposes.

New Grain Tariff on West-bound Shipments.

The following are the rates by rail on grain and grain products, from stations in Alberta on C.P.R. and Alberta R. & Irrigation Co. to Vancouver, B.C., for export. The rates are on 100 lbs.

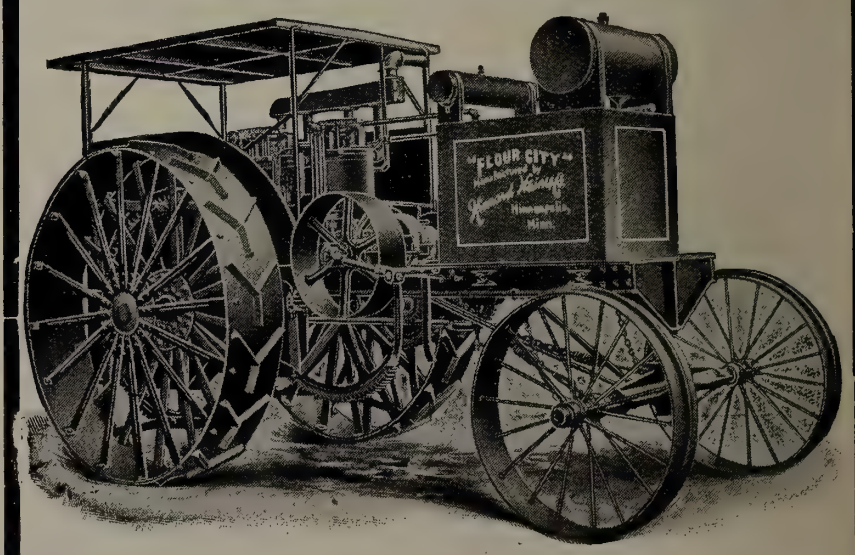
Rate 18 cents, Morley, Radnor; 18½ cents, Mitford; 19 cents, Cochrane, Glenboow, Keith, Shaganappi; 19½ cents, Calgary, Shepard, Turner, Midnapore, Beddington; 20 cents, Langdon, Cheadle, De Winton, Sandstone, Okotoks, Airdrie, Crossfield; 20½ cents, Strathmore, Namaka, Stobart, Gleichen, Carstair, Didsbury, Olds, Aldersyde, High River, Cayley, Nanton; 21 cents, Cluny, Parkland, Bowden; 22 cents, Crowfoot, Bassano, Lathom, Southesk, Cassels, Brooks, Bantry, Tilley, Kenive, Carlstadt, Stavely, Claresholm, Granum, West McLeod, McLeod, Pearce, Kipp, St. Mary's, Whoopup, Lethbridge, Peigan, Brocket, Pincher, Cowley, Lundbreck, Innisfail, Penhold, Red Deer, Blackfalds, Lacombe, Morningside, Ponoka, Hobbema, Chigwell, Tees, Alix, Nevis; 23 cents, Suffield, Bowell, Stair, Medicine Hat, Dunmore Jct., Coleridge, Pashley, Irvine, Coudale, Chin Barnwell, Elcan, Taber, Reliance, Purple Springs, Grassey Lake, Burmis, Passburg, Bellevue, Hillcrest, Frank, Blairmore, Coleman, Sentinel, Wetaskiwin, Millet, Kavanagh, Leduc, Elerslie, Strathcona, Seven Persons, Bulls Head, Erskine, Stettler, Gwynne, Bittern Lake, Camrose, Ohaton, Bawlf, Daysland; 24 cents, Larmour, Walsh, Burdett, Bow Island, Winifred, Whitla, Strome, Killam, Sedgewick, Lougheed; 25 cents, Hardisty; 28 cents, Wilson, Sterling; 29 cents, New Dayton, Warner, Milk River, Coutts, Raymond, Magrath, Spring Coulee, Raley, Cardston.

Shipments may be stopped in direct line of transit or at Vancouver, B.C., for bagging at an additional charge of 1 cent per 100 lbs. Rates named include C.P.R. wharfage charges at Vancouver, B.C.

American Capital in Canada.

Consul A. G. Seyfert states that the present Canadian tariff has apparently been the cause of many American manufacturing establishments having established branch industrial concerns throughout

"ACORN" QUALITY
GALVANIZED CORRUGATED SHEETS
PATENT "SAFE-LOCK" SHINGLES
ARE TWO RECOGNIZED LEADERS
Write for booklet "Truth about Roofing" and send your plans for estimates
CLARE & BROCKEST,
P.O. Box 396 WINNIPEG, MAN.

THE "FLOUR CITY" TRACTOR
TWICE THE GOLD MEDAL WINNER


The 30 H.P. and 40 H.P. Four Cylinder "Flour City" Gasoline Traction Engine is designed especially for Plowing, Threshing, and General Farm Work.
Its Horse-Power in comparison to its weight, appeals to those who have had experience in plowing.
Its transmission gears are of hardened steel and run in oil baths.
Its large diameter drive wheels insure greater tractive power in proportion to its weight.
It is reversed by one lever which acts through friction clutches.
It won the GOLD MEDAL at the International Motor Contest in 1908, and again in 1909.
Its General Construction and Design is several years in advance of all other makes, Send for our 1909 Catalog,
Dominion Sales Agents:
Ontario Wind Engine & Pump Co. Ltd.,
WINNIPEG and TORONTO
KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

the Dominion. The consul's report from Owen Sound reads:

Prior to the present protective policy of Canada, American firms made the goods at home and shipped the finished product here. In order to hold this business, it became necessary to establish American annexes here and manufacture the articles which they desire to sell to Canadians in Canada. From the best information obtainable, there are at least 150 such American firms in Canada, with a capital investment of $175,000,000. Probably the largest plant is that of the International Harvester Co., at Hamilton, which employs 3,000 to 4,000 men. The purpose in establishing this immense plant was not only to supply the Canadian farmer with agricultural implements, but also to manufacture farm machinery for export, as Canadian goods have a customs rebate in South Africa and on some lines in Australia, while Canadian farm machinery enters France at a lower tariff rate than similar goods from the United States.

There are also large factories, annexes of American concerns, manufacturing shoes. The American capital invested in Canadian lumbering industries is large—estimated at not less than $40,000,000.

While this American capital is busy producing manufactured products here, Canada continues to import in increasing volume from the United States. In the fiscal year ending March 31, 1908, Canada's imports from the United States exceeded in value its exports thereto by about $100,000,000. The Canadian trade annexed by American manufacturers by the twofold process of increasing exportation and increasing transplantation, so to speak, ought to be satisfactory to them. It is quite remarkable to see the two increases going on together. It might be supposed that the conditions which determine American manufacturers to establish plants here would be adverse to the exporting of manufactured products to Canada. It seems, however, that the Canadian tariff is high enough on some lines to make it preferable for American manufacturers to establish Canadian plants; while on other lines it is low enough to admit of the profitable exportation of American goods to Canada.

Death of a Famous Horse.

To the lovers of the horse, and they are legion, the announcement of the passing of Jay Eye See which occurred at the Pleasant View Farm, Racine, Wis., will be received with much interest, mingled with that regret felt by all at the death of a famous personage.

Jay Eye See had a distinguished and unique career. He at one time held the trotting record at 2.10, which, however, was soon wrested from him by Maud S. Eight years later he held the pacing record at 2.06¼. He thus at different times held both the trotting and pacing championships—the only equine that ever held both or is ever likely to.

He was, during the lifetime of his owner, Mr. J. I. Case, his pet and favorite. Mr. Case would never consider parting with him though offered $50,000 by an enthusiastic admirer. Since the death of Mr. J. I. Case's son, Jackson Case, the little horse was never harnessed. He passed as a trust into the care of Mr. H. M. Wallis, of the J. I. Case Plow Works, the son-in-law of the original J. I. Case, and spent the last years of his life in luxurious ease dying at the ripe old age of 31 years on June 25, 1909.

Power of Suggestion.

A mere suggestion sometimes induces a man to buy an article. It seems to bring to the surface an idea that has been sleeping and develops it into a desire for possession. Then the sale is quickly made. This truth underlies all the results attained by skillful advertising. By the perusal of an advertisement people often awaken to the fact that there is the thing they need and the thing they are going to have.

Write your ad so that the facts you wish to suggest will not escape the eye. This needs thought and skill, but not much is done in anything without them.

Every dog has his day—excepting the yellow cur.

Storage & Forwarding

Best Service - Up-to-date Warehouse
Trackage Location

WM. BOURKE

Brandon **Man.**

The Great Western Endless Apron Manure Spreader

You cannot go wrong in putting this machine on your floor. There are more genuine selling points of merit about it than on any other machine in the market.

There is no good point in any spreader which is not contained in the Great Western. On the other hand there are many exclusive features in this machine.

Quality and price right. Send for Catalogue.

Made by **The Wilkinson Plough Company, Limited,**

Toronto, Canada.

The STEWART-NELSON CO., Ltd.

General Agents, WINNIPEG.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

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CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

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WINNIPEG, CANADA.

AUGUST 1909

Well Bought is Half Sold.

That the old saying "Goods well bought are half sold" is perfectly true will be admitted by every dealer. But what does this really mean? It means more than buying at rock bottom prices or buying the cheapest to be got. It means a careful survey of the stock and careful buying of what is required. Some points it would be well to look into are these:

Have I in mind saleable goods? That is, are they going to suit my customers for style and quality?

Are the prices right? Quality considered are they as low as can be had?

How much of a stock can I reasonably expect to handle this season, judging from the business outlook?

If the dealer stocks up, keeping these points in view, his goods will be well bought. It is a cardinal error to overstock any line because there is a particularly favorable opportunity to buy cheap. Carried over stock adds to its cost not less than 15 per cent., without considering advancing or declining prices.

Some buyers make the error of buying goods to suit their own fancies and do not sufficiently take into consideration the tastes of their customers or their means. It is folly to buy $150 dollar rigs for $100 customers.

Goods slow to sell are dear at any figure.

It is not the first cost of goods that should be the premier consideration, but what profit can be made on them.

Sometimes it is best to buy the higher priced goods for the better article, all things considered, may be the better seller.

It is then true enough that "goods well bought are half sold," but a great deal of thoughtful consideration lies under the expression "well bought."

The British Association.

As all readers of the current papers are aware the annual meeting of the British Association for the advancement of science will be held in Winnipeg this year. commencing August 25.

As a body of eminent and enlightened men the association holds and has held a unique position in the world. The greatness of the work done by it in the development of modern civilization is inestimable. Pure science precedes applied science. It is in the fields of speculation, theory and enquiry that the truths are discovered which stimulate the inventor into formulating practical results. We may rest assured that this meeting will not fall below the high standard of former gatherings either in the old country or in Canada. It will be interesting to many of us in the city to get a glimpse and perchance hear the talk of men of world-wide fame and achievement.

The president of the association at Winnipeg will be Sir Joseph J. Thompson, F.R.S., Cavendish Professor of Experimental Physics at Cambridge. In his opening address the president will refer to the importance of original research as a means of education, the advantages and disadvantages as a training for work in science of the systems now in force in our schools and universities. He will deal with the nature of electricity in the light thrown upon it by recent investigation; with the relations between matter and ether and the part played by ether in modern physics; and discuss some problems raised by the discovery of radium.

The Selkirk Centennial World's Fair.

At a recent meeting of the World's Fair committee the report was read from the delegates sent to interview the Dominion authorities with reference to a grant of $2,500,000 for exposition purposes.

The Premier, Sir Wilfred Laurier while extending a hearty welcome to the delegates would give no pledge. He stated that his action would have to be governed by revenue considerations, but he did not consider the amount excessive. He advised the committee to interview the provinces first and find out what they would do.

The Eastern Press generally seems to be heartily supporting the Exposition. The last ten years have demontstrated that the prosperity and progress of the whole Dominion are based upon the development of the West. There can be no question that what is intended to be The all Canadian World's Fair should be held in the West if it is to realize its immense possibilities of advantage to the whole Dominion.

As regards the need of the Exposition, there has never yet been any attempt made to bring together on an adequate scale a complete showing of Canadian art, industries, and resources.

All the developments of Canadian activity and all the varied resources which Canada posseses would be a revelation to our own people in addition to the immeasurable effect it must have in impressing the world at large with the actual progress of the Dominion and its practically illimitable possibilities.

The creme-de-la-creme of the business men of the West are behind the Exposition project—not the men to fail in what they undertake. It is to be hoped that the project will not be delayed by lack of the support which the people of the West have a right to expect from the governmental institutions of the Dominion and Provinces. The Manitoba Government will give support to the extent of $250,000, which may be considered generous. We are confident that the governments of the other provinces will not fail to fall into line with substantial contributions.

"As Good Fish in the Sea."

There is no man in the world so valuable that his loss would be irreparable. When an employee entertains the idea that the firm he is working for cannot get along without him, it is time for that concern to promote him out of its employment.

So many men cannot stand success, success makes them arrogant and overbearing, and, consequently, though they may be valuable in their own capacity, they may menace the success of the business by the offence and irritation they give to all below them, sometimes to those above them.

The man who gets a swelled head needs setting back. It will do him good, and the business wont suffer without him.

Outlook of the Implement Trade.

The outlook for the farm implement trade is better today than ever before. The farmer is educated to a point where he knows the difference between a good and bad implement or machine, and also is a better machinist today than ever before and consequently better able to take care of his machine. He uses machines to do his work where before hand labor was the only thing to rely upon. He is a friend and coworker with the implement dealer rather than an enemy. He is seldom an inventor, he looks to the manufacturer to find new ways and devices to improve his condition. But he does demand a good thing and require satisfactory demonstration that it will perform its work, and he is a pretty good judge of what constitutes an efficient implement.

Busy People Have Time to Spare.

Once in a while we hear a man say, "I haven't the time to read trade papers." To such we say that men who have accomplished the most, have time enough for everything and time to read and enjoy themselves. Big men take time. Only the small ones grind from sun-up till bed-time.—Farm Machinery.

Personals.

Mr. W. J. Long has recently opened up in the implement business at Whitewood, Sask.

Mr. J. A. Bride has started in the implement business at Pierson, Man.

Mr. Chas. G. O'Brien has commenced business in the implement line at Daysland, Alta.

A new implement business has been started at Hardisty, Alta., by Mr. J. Davidson.

Mr. H. F. Wilkin has disposed of his implement business at Grassy Lake, Alta.

Mr. Robert Edmonson has taken over the implement business of R. C. Barager, at Kisby, Sask.

Messrs. Baldwin Bros., have opened up in the implement business at Gull Lake, Sask.

Mr. W. H. Schuchart has opened up in the implement business at Gurney, Sask.

We understand that Mr. H. B. Wood, implement dealer at Hardisty, Alta., has sold out his business at that point.

It is reported that Messrs. Duggan & Twomey, implement dealers of Camrose, Alta., have dissolved partnership.

A new firm, Messrs. Abram & Kitchen, have started in the implement business at Watrous, Sask.

A new firm, Chalk Bros., have taken over the implement business at Allan, Sask., recently known as Deibert, Wald & Chalk.

Mr. Partridge, of the firm of Partridge & Mathewson, of High River, Alta., was a visitor to the Winnipeg Fair and favored us with a call.

Mr. Thos Bellamy, of the Bellamy Implement Co., Edmonton, Alta., favored us with a call when visiting Winnipeg to attend the Industrial.

Mr. J. W. Stobart has taken over the implement business at Newdale, Man., lately under the management of Mr. W. J. Sparling.

Mr. B. J. Lloyd has succeeded to the implement business at Viscount, Sask., lately under the management of Messrs. Beaton & Stewart.

Mr. Henry Evans has succeeded to the implement business at Grand View, Man., recently under the management of J. W. Simpson.

Mr. H. Speight, president of the Speight Wagon Co., of Markham, Ont., Spent a few days in the city about the middle of July in the interest of his company.

Mr. R. S. Torrance, president, accompanied by Mr. Robert Walker, general traveller of the Armstrong Carriage Co., Guelph, Ont., were visitors to the city Fair week.

Mr. John Muir, president, and Mr. Geo. McRae, sales manager of Goold, Shapley & Muir Co., of Brantford, Ont., were among the visitors to Winnipeg Fair.

Mr. S. S. Bean, manager for Western Canada, of the American Seeding-Machine Co., has been visiting for a couple of weeks the head office of the company at Springfield, Ohio.

Mr. O. F. Berkey, manager of the Canadian Moline Plow Co., has just returned from a two weeks' trip through Saskatchewan and Alberta. He extended his visit as far west as Calgary.

And the following western general agents: Messrs. J. A. Brookbank, Calgary; J. C. Hyndman, Brandon, R. H. Potter, Saskatoon; W. J. McCallum, Edmonton; W. P. Wells, Regina.

Mr. Geo. P. Wedlake, Sr., general superintendent, accompanied by Geo. P. Wedlake, Jr., chief draftsman of the Cockshutt Plow Co., were visitors to their establishmnet at Winnipeg during the Fair.

Mr. N. Schibsby, president of the Great Northern Implement Co., of Minneapolis, spent exhibition week in the city. He was busy between the motor contest and other Fair attractions.

Mr. Thos. Storey, manager of the Brockville Carriage Co., spent a week in the early part of July with the John Deere Plow Co., who handle the output of this factory in Western Canada.

Mr. T. R. Henry, for the past six years traveler out of Regina for the International Harvester Co., has gone with the P. & O. Can. Plow Co., with headquarters at Saskatoon.

Mr. Cecil W. Johnston, representing the Noxon Co., of Ingersol, Ont., was a visitor to Winnipeg at exhibition time. He was in charge of the company's exhibit and is favorably impressed with business prospects in the West.

Mr. W. S. Clarke, sales manager, of the Moline Wagon Co., of Moline, Ill., was in Winnipeg during the Fair, his visit forming part of his wedding trip. We wish him and his bride long life and much happiness.

Mr. J. S. Latimer, of Calgary, Alta., manager of the Cockshutt Plow Co., was a visitor to the Winnipeg Fair and favored us with a call. Mr. Latimer is also a partner in the firm of Latimer & Botterill, Red Deer, Alta.

All the travellers and salesmen of the Winnipeg branch of the Massey-Harris Co. were in Winnipeg during the week of the Industrial Exhibition and assisted the staff of the head office in attending to the requirements of visitors.

Mr. W. J. Verity, manager of the Verity Plow Co., Brantford, Ont., and Mr. P. Verity, superintendent of the Verity Plow Works, were among the visitors from a distance who took in the fair and motor contest.

Mr. J. P. Ritchie of the John Watson Mfg. Co. has just returned from a month's trip through the West, extending as far west as Banff. His reports as to business and crops are very flattering. Crops and general prospects, A1.

Mr. W. J. Hearn, who until recently was in the implement business at Killarney, and who previously represented the Massey-Harris Co., has joined the road staff of the P. & O. Can. Plow Co. He will cover Northern Manitoba.

Mr. Thos. A. Freeman, sales manager, and Mr. Paul, mechanical expert of the Oliver Chilled Plow Co., were in Winnipeg recently, examining into conditions in Western Canada. They were interested visitors to the Industrial.

Mr. John Sanderson, President of the Adams wagon Co., of Brantford, Ont., was among the Ontario contingent at Winnipeg during the exhibition. He spent ten days with the Cockshutt Plow Co., who are their selling agents in Western Canada.

Mr. J. J. Wood, of Ottumwa, Iowa, general traveller of the Dain Mfg. Co., was another of the implement men from across the line who visited our city during the Fair time and expressed himself as favorably impressed with what he saw.

Mr. P. C. McDougall, formerly covering the southern portion of Saskatchewan for the International Harvester Co., has joined the road staff of the John Deere Plow Co. He will have head quarters at the Calgary offices of the company.

We had a pleasant call during Fair week from Mr. J. D. Campbell, general agent of the Frost & Wood Co., at Regina. Mr. Campbell considered the Fair a success and spoke enthusiastically of the crop outlook and business situation in his section of the country.

Mr. James Bayne, managing director of the Baynes Carriage Company, of Hamilton, Ontario, spent a few days in Winnipeg with his sales agent Mr. A. C. McRae. Mr. Baynes is thoroughly enthused with the progress of the West.

Mr. Geo. Forsythe, manager of the Regina branch of the Massey-Harris Co., spent exhibition week in Winnipeg. He had a great time renewing old acquaintances. Speaking for ourselves it was indeed a pleasure to see his genial smile and "shake."

Mr. H. H. Rogers, Alberta representative of the P. & O. Canadian Plow Co., came as far east in his territory as Regina, where he remained several days with Mr. Z. K. Carson, manager of the Company, who was stopping over at Regina on his recent trip west.

Mr. F. D. Blake, manager of the advertising department of Deere & Co., Moline, Ill., was a visitor to Winnipeg during Fair time. He is full of enthusiasm over prospects and conditions in the Canadian West. This was the first time Brother Blake had ever been in Canada.

Mr. H. M. Wallis, president, and Mr. William Sobey, vice-president of the J. I. Case Plow Works Co., of Racine, Wis., were interested visitors at the Industrial and expressed themselves as much impressed with the general appearance of prosperity and steady improvement in the West.

Mr. E. A. Brown, who for many years has been secretary-treasurer of the Bain Wagon Co., of Woodstock, Ont., has severed his connection with that concern to assume the management of the Anglo-American Investors Ltd., a recently organized Manitoba real estate and loan company.

Mr. H. T. Brasier, accountant of the American-Abell E. & T. Co., of Toronto, Ont., made his annual trip to the West recently. While in the city he was able to visit the Industrial and take in the motor contest, which latter he thought was of exceptional interest and importance.

Mr. R. McKenzie, manager of the McLaughlan Carriage Co., has just left for the head office and factory of the company at

Oshawa, Ont. Mr. McKenzie journeyed east by the C.P.R. and lake route, intending to return via Chicago. He expects to be away a couple of weeks.

Some idea of the wide interest taken in the motor contest held under the auspices of the Industrial Exhibition may be gained from the fact that Mr. L. W. Ellis, from the office of the Farm Management Bureau, Department of Agriculture, Washington, attended the competition in the interest of his department.

Mr. A. C. Larson, traveling auditor of the P. & O. Canadian Plow Co., Canton, Ill., has just returned home after a visit of two weeks to the Canadian branch here. This was his first trip to Western Canada and he was much impressed with the development and resources of the country, and with the future prospects of Winnipeg.

Mr. G. R. McLean, who has been on the road for the Manitoba Windmill & Pump Co., and who previous to that time traveled for the International Harvester Co., is now on the road for the P. & O. Can. Plow Co., with headquarters at Brandon. He will cover Eastern Saskatchewan and Western Manitoba.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., Winnipeg, is making his annual trip to the factory of Deere & Co., at Moline, Ill., and other Southern and Eastern factories whose products are controlled in this territory by the Deere people. Mr Hutchinson expects to be away for a period of three weeks.

Mr. J. Keihl, of the mechanical department of Deere & Co., of Moline, Ill., in whose employ he has spent thirty years, made his first visit to Western Canada during the exhibition. He is full of enthusiasm over what he has seen and thinks great things of Winnipeg and the West. The motor contest was of particular interest to him.

Mr. James Gardiner, of the firm of Gardiner & Sissons, implement dealers of Cypress River, Man., met with a painful accident while in Winnipeg attending the exhibition. He tripped in some way and fell when alighting from a street car and in the effort to save himself placed his hand on the rail. The trailer passed over it crushing it badly. He was taken to the General Hospital and his little finger was amputated. There is hope of saving the rest of his hand.

The Cockshutt Plow Company's offices and warehouses were thronged with visitors during Fair week. The management in order to provide entertainment for this influx had most of their travellers on hand to assist the usual staff. The following gentlemen were in attendance: John Tucker, Moosomin, Sask.; James Latimer, Calgary, Alta.; M. Virtue, Saskatoon, Sask.; D. J. Taylor, Regina, Sask.; D. Thompson, Regina, Sask.; Frank Hause, Souris, Man.; John Shields, Morris, Man.; John Naismith, Brandon, Man.; M. Cameron, Dauphin, Man.; Alf. James, Edmonton, Alta.; W. James Hunter, Saskatoon, Sask.; T. R. Scott, Calgary Alta.

The splendid show rooms of the John Deere Plow Co. presented a lively scene during Fair week. The company had a hospitable welcome for visitors and had their travellers on hand to assist the head office staff in the work of entertainment. The following gentlemen were on hand: Mr. N. O. Bervey, Saskatoon; Mr. H. H. Kohlman, Regina; Mr. Sam Thompson, Saskatoon; Mr. D. C. Wenthrick, Souris; Mr. Chas. McDougal, Carberry, and Messrs. R. S. Cochrane and A. E. Wayte, Winnipeg.

The warehouse and showrooms of the Frost & Wood Co., Winnipeg, presented a busy scene during Fair week. A large percentage of the general agents and road staff of the company were on hand assisting the Winnipeg officials in attending to the wants of visitors. Among those present were the following general agents of the company: Mr. J. D. Campbell, Regina, Sask.; Mr. W. J. Litster, Winnipeg, Man.; Mr. B. Van Blaricom, Portage la Prairie, Man.; Mr. F. L. Saunders, Carberry, Man.; Mr. Campbell, Brandon, Man.; and Mr. H. L. Weyer.

Several officials of the International Harvester Company of America from Chicago attended the motor contest at the Winnipeg Industrial Exhibition. They were deeply interested to know the effect of power as a practical farm utility and expressed a great deal of admiration for the different machines competing for honors. The officials were as follows:

Mr. Harold F. McCormick, treasurer.

Mr. Alex. Legge, assistant general manager.

Mr. R. C. Haskins, domestic sales manager.

Mr. W. R. Morgan, North-West sales manager.

Mr. J. F. Jones, Canadian sales manager.

Mr. A. L. Upton, Western division sales manager.

Mr. C. H. Haney, foreign sales manager.

Mr. J. L. Martin, mechanical expert, Wilwaukee, Wis.

Messrs. Longenecker and Morton, designers.

Mr. W. A. Cavanaugh, first assistant manager experimental department.

Mr. Waterman, superintendent gasoline engine factory, Milwaukee, Wis.

In the space available it is impossible for us to specifically mention all the dealers who were in to the Fair. We, however, herewith give a list of most of them. Although not complete, it will give our readers some knowledge of the interest taken by the retail trade throughout the country in the Winnipeg Fair and its great show of threshing machinery and implements. The following named gentlemen helped to swell the gate receipts:

C. Sheppard, Angus; M. Simpson, Swan Lake; G. Simpson, Elm Creek; G. Winram, Killarney; J. C. Sproule, Strasburg; E. Sterling, Telson; S. Kelly, Souris; Joseph Kerr, Belmont; E. J. Johnson, Kamsack; T. H. McGregor, Carievale; J. Coates, Glenboro; J. W. Fennel, Canora; C. Spencer, Durban; W. E. Bond, Kenton; C. Christie, Alexander; A. A. Downey, Strasburg; D. J. Taylor, Regina; W. Scarff, Hartney; G. J. Howarth, Springside; H. Evans, Springside; F. J. Davis, Wascada; Alf. James, Edmonton; Geo. Bischle, Weyburn; Jno. Broadbent, Thornhill; H. B. Rowed, Waseka; Ed. Parron, St. Anne; F. O. Sergent, Selkirk; W. A. Brodey, Reston; E. J. Sinclair, Beinfait; P. H. Covernton, Wolesley; J. Freezin, Stienback; J. H. Harlow, Rossburn; S. Loftson, Churchbridge; E. A. Brears, Churchbridge; W. G. Pollock,

GRAND TRUNK RAILWAY SYSTEM

SPECIAL SUMMER RATES TO THE EAST

Via Port Arthur or Duluth and Northern Navigation Co., including new steamship HAMONIC, the largest and finest on the lakes. Special coaches and parlor car Sarnia Wharf to London, Woodstock, Hamilton and Toronto, via Grand Trunk Railway or via Chicago and Grand Trunk Railway, the only Double Track Line to Eastern Canada.

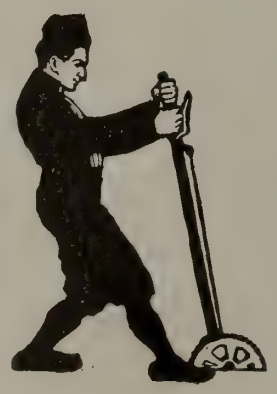
Stop over privileges.

Agent for all Steamship Lines and Cook's Tours.

For Rates, Reservations, apply to

A. E. DUFF,
Genl. Agent, Passenger Dept.
Phone Main 7098
260 Portage Ave, Winnipeg, Man.

THE RIGHT OF WAY



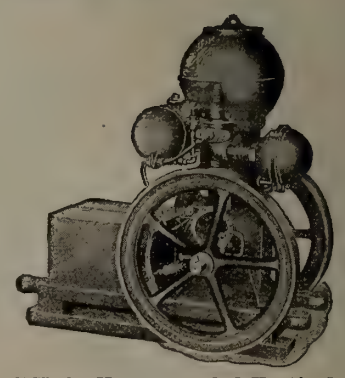
That forward movement so much desired by dealers with progressive aims is a reality among those connected with the Manitoba line.

We hold the proper lever on the business—

Let us reverse the condition that has drawn you backward, and take you fast and straight ahead—no stops—no sidetracks. The importance of our schedule gives US the right of way.

The Manitoba Line.—Gasoline Engines, vertical and horizontal, two to 25 H.P., water or oil cooled, hit and miss, stationary, semi-portable, portable, threshing — Windmills, pumping and power, feed mills, wood saws, pumps, tanks, cylinders, etc.

The agency is available in some sections and valuable in all—Hook on, Mr. Dealer.



7 H. P. Hopper-cooled Vertical Portable Engine

THE MANITOBA WINDMILL & PUMP CO., LTD.
BRANDON, MAN., AND CALGARY, ALTA.

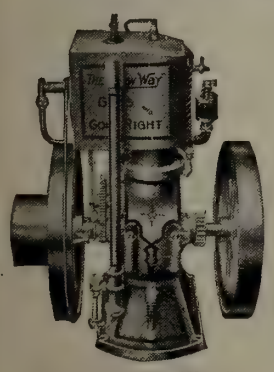
Neepawa; J. G. Pollock, Plumas; A. J. McFadden, Neche, N.D.; Ed. Guertin, St. Agathe; E. Frechette, St. Pierre; Stinson & Runchy, Hamiota; Jas. Hunter, Beaver; John King, Oakville; H. Swaze, Carnduff; E. C. Epp, Altona; J. E. McGregor, Austin; R. A. Musgrove, Boissevain; C. M. Brown, Belmont; C. M. Huntly, Beausejour; E. Thomas, Basswood; A. McDonald, Carman; J. McNamee, Crystal City; Wm. Mills, Dauphin; W. H. Gunn, Dominion City; C. S. Taylor, Otterburne; Geo. Dunbar, Austin; Joseph Baril, St. Jean; Fred Wroblewsky, Brunkild; Jno. McLachlan, Boissevain; Thos. Gunnes, Starbuck; Jas. Trumpour, Alameda; Pollock & Maloney, Manitou; John Wright, Deloraine; J. J. Loewen, Winkler; Geo. H. Smith, Brandon; J. S. Hunter, Pipestone; E. J. Oliver, Vancouver; E. A. Dugard, Beausejour; J. S. Winteringham, Oxbow: John Burns, Dunrea; David Wood, Teulon; J. Davis, Ridgville; J. H. Parker, Sandford; J. A. Grant, Wellwood; J. J. Lowery, Altona; E. H. Wilkinson, Wawanesa; Ed. Burke, Gainsboro; Jos. Grobb, Moose Jaw; J. W. Millar, North Battleford; R. J. Irwin, Binscarth; P. Cleaver, Niverville; R. Rutherford, Balmoral; J. Booth, McGregor; J. H. McClure, Balmoral; T. Watson, Morden; B. Johnstone, Minto; E. Johnston, Bossevain; D. Prefontaine, St. Pierre; W. H. Thompson, Margaret; L. H. Leavens, Foxwarren; C. R. W. S. Smith; Minnedosa; Jas. Duncan, Melita; Duncan Anderson, Plumas; C. E. Smith, Baldur; Geo. A. Dinwoody, Neepawa; B. H. Dial, Elgin; Fred Penner, Winkler; W. G. Gibson, Napinka; J. F. Walker, Portage la Prairie; E. J. Parker, Pipestone; R. Shore, Hartney; Mr. Harton, Manitou; F. Battell, Moose Jaw; J. Battell, Moose Jaw; L. Yinst, Weyburn; C. B. Hastings, Rouleau; R. E. Mickleborough, Regina; O. Tourigny, Wolseley; A. D. Gallagher, Boharm; R. F. Cotton, Hughenden; John M. Devlin, Strathclair; J. H. McLean, Shoal Lake; J. A. McLean, Strathclair; W. E. Holliston, Altamont; J. J. Kehoe, Froud; H. McGillivray, Pense; D. A. McDonald, Regina; Mr. McNeil, Yorkton, Jno. Johnson, Baldur; A. E. Westbrook, Rouleau; C. Johnston, Baldur; J. Shaw, Beausejour; J. A. Morecombe, Cypress River; R. J. McConnel, Carman; J. Burns, Dunrea; J. Reid, Deloraine; D. Sutherland, Dauphin; D. S. Smith, Dominion City; J. Sparling, Elm Creek; W. Williams, Gladstone; W. J. Batters, Holland; A. Mueller, Hochstandt; J. Laurence, Killarney; A. J. Swan, Morris; A. Scott, Manitou; John Crawford, Neepawa; T. W. Prout, Portage la Prairie; J. Fitz-Patrick, Roland; S. Stewart, Rosebank; W. N. Scarron, Rathwell; M. Ward, McGregor; R. Dougall, Lyleton; J. Glennie, Macdonald; A. Gillis, Whitewood; J. D. McLachlan, Shoal Lake; C. Wahn, Gretna; R. Buchanan, Morris; O. Gillman, Morris; Jas. McEwan, Togo; W. Kehill, Sperling; John Rodgers, Macdonald; W. J. Parker, St. Claud; W. Dunlop, Yorkton, G. Biglow, Poplar Point; Rush & Sheppard, Gainsboro; J. Grey, La Riviere; C. Montgomery, Carman; W. J. Bell, Saskatoon, D. McRae, Arden; D. Switzer, Carberry; John Geisel, Ochre River; R. Develin, Kinistino; Alexander McAuley, Purvis; C. S. Jones, Roland; John Graham, Stonewall; R. W. Middlemas, Nisbet; W. Crosbey, Caron; W. H. Parks, Arden; F. Seip, Miami; G. R. Nunn, Dugald; H. C. Eyres, Gainsboro; Henry Evans, Grandview; W. W. Stouffer, Holland; J. E. McLean, Headingly; A. C. Kerr, Miami; M. Laurie, Morris; J. A. McGill, Neepawa; Rufus Cates, Napinka; J. McKey, Neelin; B. Ladouceur, Otterburne; T. H. Thorkelson, Oak Point; James T. Blackford, Plumas; D. Funk, Rosenfeld; J. T. Churchill, Saltcoats; C. Furber, Sperling; R. W. Cousins, Selkirk; Mrs. Geo. Main, Raeburn; J. E. Brewer, Somerset; Holland & Cornellusson, Starbuck; F. Lemoine, St. Agathe; F. W. Anderson, St. Laurent; Geo. Gorie, Treherne; F. Williamson, Belmont; A. C. Dykeman, Benito; Chas. Spencer, Durban; P. A. Robinson, Gilbert Plains; R. S. Bean, Gretna; John Braun, Gruenthal; W. J. Tisdale, Greenway; Black & Francis, Headingly; Jno. Gray, La Riviere; Ridley Bros., Manitou; McGillivray & McLeod, Mather; H. Took, Miami; Watson & George, Morden; A. G. Swain, Morris; T. W. Kirk, Myrtle; A. Whittick, Niverville; Wm. Nixon, Oakville; T. D. Robertson, Oberon; J. H. Unger, Plum Coulee.

The International Harvester Co., during the progress of the Indutrial, made provision for attending to the wants and entertainment of their numerous visitors by having several of their road staff on hand to assist the Winnipeg officials at their warehouses. The following gentlemen were in attendance: Messrs. W. J. Hamilton, Neepawa; W. O. Lamb, Winnipeg; Jas. Fraser, Winnipeg; H. E. Smartwood, Dauphin; S. F. Moore, Winnipeg; Wm. Metcalf, Treherne; R. J. Wilson, Elm Creek; Elmer Day, Carman; R. I. Stevens, Portage la Prairie; Chas. McConnell, Neepawa; K. B. Quantz, Dauphin; H. St. Clair, Killarney; R. W. Greenaway, Crystal City; J. L. McFadyen, Killarney; S. F. Pearce, Cypress River; Jno. Ryan, Winnipeg.

A Waterloo Special Train.

The Waterloo Mfg. Co., of Waterloo, Ont., and Winnipeg, Man., who are transferring their Western headquarters from Winnipeg to Portage la Prairie, has very fittingly celebrated the opening of their new office at Portage by shipping from their factory by special train twenty-one cars of threshing machinery. The shipment was started out so as to reach Portage in time for their opening.

"New Way" Air Cooled . . . Gasoline Engines



3½ h.p. "New Way" It's all in the picture. No water or gasoline tank.

Made in two sizes, 3½ h.p. single cylinder and 7 h.p. double cylinder opposed engines.

Guaranteed to operate equally well in hot or cold weather.

LIVE AGENTS WANTED

WRITE US FOR PROPOSITION

The Gasoline Engine Supply Co.
36 MAIN ST., WINNIPEG.

We also carry a full line of supplies for Gasoline Engines and Motor Boats.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE WILL WEAR TWICE AS LONG AS ANY OTHER TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

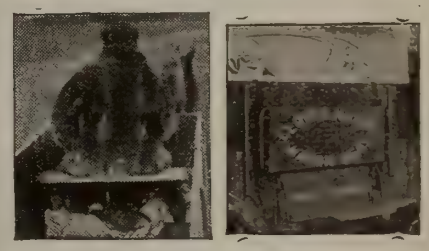
MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

JOHN DEERE ENGINE GANG

As It Was Pulled at the Winnipeg Motor Contest, July 7-17, 1909, By a Flour City Gasoline Engine (Gold Medal Winner.)

In the motor contest held at Winnipeg and Brandon Fairs, it must not be forgotten that these contests were for engines and not for plows, but this fact did not detract attention from the performance of the plows themselves; in fact, observers seemed to be as much interested in the plows as in the engines, and the SUPERIOR WORK OF JOHN DEERE ENGINE GANGS under the unfavorable conditions called for a great deal of favorable comment.

The Winnipeg contest was held in a field consisting of alternate lands of sod and broken prairie or backsetting, ending on one side with land from which strips of turf had been removed, and the plowing was required to be done in such a manner as to pass across the field breaking prairie and then backsetting, and so on alternately.

This proved to be a severe test for the gangs and brought out their relative merits in a striking manner, for in passing from one kind of breaking to another required a change in the depth of the furrow if the plowing was to be done right.

This was quite easily and economically accomplished with JOHN DEERE ENGINE GANGS AS THE PLOWS BEING ATTACHED IN PAIRS, **ONE** MAN WAS ABLE TO HANDLE A 14-BOTTOM JOHN DEERE ENGINE GANG, while it required **SEVERAL** men to handle the single lever plow of fewer bottoms.

This is an important item in actual field work, saving time and labor, and while it is not necessary to change the depth so frequently as in the contest, IT IS NECESSARY TO RAISE THE PLOWS FOR TURNING, AND WITH A JOHN DEERE ENGINE GANG ONE MAN CAN DO THIS WITHOUT STOPPING THE ENGINE; besides this, the ends of the land are much more regular.

The judges' report of the Winnipeg contest has been submitted, (the Brandon one not being to hand yet), and it was demonstrated by the work done at the Winnipeg contest that THE DRAFT OF THE JOHN DEERE ENGINE GANG WAS MUCH LESS THAN OTHER PLOWS, AS CAN BE CLEARLY SHOWN IN THE JUDGES' CHART, SHOWING THE AVERAGE DRAWBAR PULL OF EACH PLOW USED THEREIN.

A noticeable feature of the contest was that JOHN DEERE ENGINE GANGS DID NOT CLOG EITHER IN BREAKING OR BACKSETTING, and they were set deep enough to get sufficient soil to make a good seed bed.

It was not necessary for the operators of JOHN DEERE ENGINE GANGS in the contest to have a number of men with hooks to clear out the trash to keep bottoms from clogging.

YOU WANT TO SELL THE BEST ENGINE GANG—THAT IS THE JOHN DEERE.

WRITE US FOR **FREE** BOOKLET ALSO TERMS TO DEALERS.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **SASKATOON** **CALGARY** **EDMONTON**

JOHN DEERE ENGINE GANG

As It Was Pulled at the Winnipeg Motor Contest, July 7-17, 1909, By a Rumely 36 Horse-Power Steam Engine.

There were two very good reasons for this; PLENTY OF CLEARANCE AND ROLLING COLTERS, THE JOHN DEERE ENGINE GANGS HAVING ABOUT 2½ INCHES MORE CLEARANCE THAN OTHER MAKES OF ENGINE GANGS, AND CURVED BEAMS GAVE THROAT ROOM THROUGH WHICH TRASH AND CHUNKS OF EARTH PASSED EASILY; and the plows being assembled to permit the use of rolling colters with the same adjustments as employed on a regular sulky and two-bottom gang plow, it was unnecessary to rebuild the plows in the field; the colters on the John Deere gang cutting off slices of sod, reducing the draft and also the cutting off the partially rotted turf into sections avoided choking.

The ADVANTAGES OF THE SCREW CLEVIS on John Deere Engine Gangs were fully brought out in the test.

The purpose of this little device is to give the plows a fine adjustment often needed, and it is not necessary to stop the engine to do this; a turn or two with an ordinary wrench while the outfit is working throws the beam point of the plow needing adjustment up or down giving it the best position to get needed results.

Then there is the engine. You can hitch a John Deere engine gang to any style of tractor close up and maintain the line of draft.

THE FRAME HAS A BRIDGE LIKE STEEL CONSTRUCTION, very light in proportion to strength, and is devoid of unnecessary and cumbersome castings.

WIDE FACED, EASY RUNNING WHEELS carry the frame so that no power is consumed in dragging dead weight, it being practically all available for plowing.

We were unable to furnish plows to all the exhibitors of tractor motors participating in the contest, but ONE STEAM ENGINE PULLED A 14-BOTTOM JOHN DEERE ENGINE GANG ONE MILE IN 15 MINUTES FLAT IN BRANDON, IN STUBBLE PLOWING, AND ONE MAN ONLY WAS REQUIRED TO OPERATE THE LEVERS AND MAKE THE NECESSARY ADJUSTMENTS, A FEAT THAT WAS NOT APPROACHED BY ANY COMPETITOR, AND THIS FACT WILL BE BORNE OUT BY WITNESSES OF THE PERFORMANCE.

Even during the progress of the motor contest several requests were made of us by the motor contestants after the first day's plowing that John Deere engine gangs be furnished them to pull with their engines, BECAUSE THE JOHN DEERE ENGINE GANG WAS SO MUCH LIGHTER DRAFT and the soil conditions were so unfavorable.

YOU WANT TO SELL THE BEST ENGINE GANG—THAT IS THE JOHN DEERE.

WRITE US FOR **FREE** BOOKLET ALSO TERMS TO DEALERS.

JOHN DEERE PLOW CO. LTD.

Winnipeg

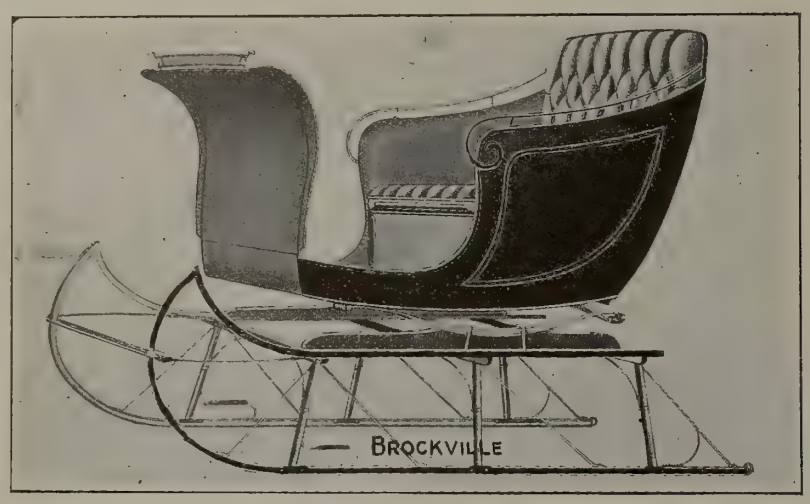
REGINA SASKATOON CALGARY EDMONTON

BROCKVILLE LINE OF BUGGIES AND CUTTERS

"CANADA'S STANDARD"

OUR 1909 SLEIGH CATALOGUE NOW READY FOR DISTRIBUTION.

THE KIND THAT SELL, BUILD UP YOUR TRADE, AND MAKE YOU MONEY.



No. 210 SPRING PORTLAND.
The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit:—

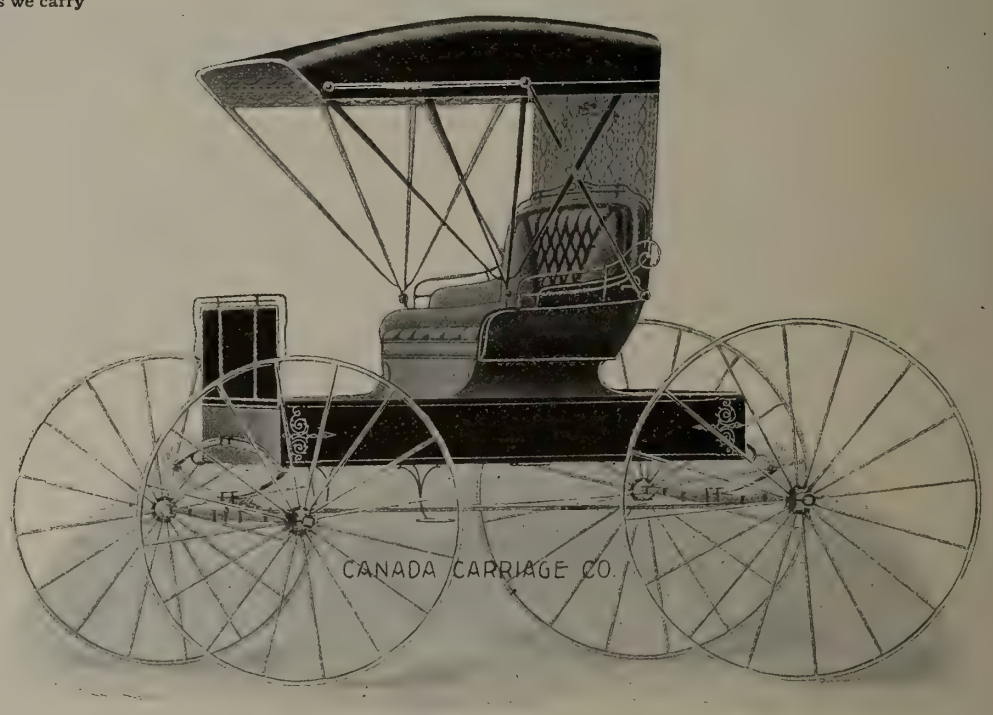
GEARS—
- XXX hickory knees and beams.
- Steel braces and steel channel shoes.
- Shifting rod on detachable bar shafts.

BODIES—
- White ash frames.
- Three-ply dash, back and side panels.
- Panels glued and screwed to frame.

TRIMMING—
- Best grade plush or wood dyed cloth.
- Spring backs (removable).
- Spring cushions.

Nickel Plating on Brass. *Guaranteed Not to Rust.*

Just what you are looking for.
Just what your trade wants.
Something special !
Something new !
Something different for 1909 !
Let us have your orders NOW and avoid the Fall rush.
More Special Features.
More Talking Points.
More Satisfaction.



"BROCKVILLE."—No. 553

Don't fail to see pages 10 B to 17 inclusive in our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—" Canada's Standard."

We also have a full line of FARM and LOGGING SLEIGHS with Cast or Steel Shoes

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

Brandon's Big 1909 Inter-Provincial Fair

The 1909 Brandon Fair is now past history and while an historian usually deals kindly with most of the incidents which come under his notice, the management and fair board of the Brandon Fair require no such leniency. The last word of every spectator, we believe, would be "best ever."

The attendance exceeded that of any previous year by thousands. The entries were numerous and of high quality. The attractions before the grand stand were clean and good. The track was in excellent shape and the racing events were pulled off on schedule time and were A-1. With the elimination of the ever present faker and adequate sanitary toilet accommodation, this would be an ideal fair.

In the farm machinery section, that in which we were specially interested, the exhibitors were more numerous and most of them made larger displays than ever before. They were arranged mostly in the open, upon ideal ground and in a convenient and compact manner. It is doubtful if ever before in Canada there was a better display of farm machinery.

We herewith give a list of the exhibitors and a detailed report of the goods shown.

View of the Machinery Section of 1909 Brandon Inter-Provincial Fair

THRESHING MACHINERY AND IMPLEMENTS.

Haug Bros, & Nellermoe showed the Avery line, composed of a 30 h.p. double cylinder simple undermounted plowing engine, operating a 42x64 "Yellow Fellow" separator, with full attachments; a 20 h.p. Avery double cylinder traction; a 45 h.p. four cylinder farm tractor operating a 22x36 "Yellow Fellow" separator, and a couple of their steel water tenders. Mr. I. J. Haug in charge.

Nichols & Shepard Co. had a 25-h.p. double cylinder simple traction engine operating a 40x60 "Red River Special" with full N. S. attachments, and a 28x40 with N.S. feeder. Mr. John Docker was in charge.

Gaar-Scott Co. showed a 25-h. p. simple traction engine operating a G.-S. 40x64 separator fitted with G.-S. feeder and blower and Perfection weigher, and a 25 h.p. double cylinder simple engine with plowing attachments. Mr. E. A. Cutler, manager for Western Canada in charge.

The American-Abell E. & T. Co. had a 26 h.p. simple traction engine operating a 36x60 "Combination" separator with full A.-A. attachments; a 22 h.p. simple traction operating a 32x56 "Combination" separator with A.-A. attachments, and a 14 h.p. simple portable operating a 24x40 "Combination" separator with full attachments. Under combined management of Messrs Joseph Richie and Wm. Bourke.

The Sylvester Auto-Thresher and Engines, Ltd., 215 McIntyre Block, Winnipeg, had their "Auto" thresher, combining their engine and separator. This machine is designed especially for stook threshing (as it will thresh while in operation with its own traction power) or it may be used for stationary threshing. The separator is removable without difficulty and the tractor can be turned into a plowing motor, or used for other motor purposes. Mr. Bull, the western manager of the company was in charge.

Sawyer & Massey Co. had a 24 h.p. compound traction engine operating a 36x56 "Great West" separator, fitted with "Ruth" feeder, S. & M. blower and Perfection high wagon elevator; a 19 h. p. simple traction engine operating a 29x50 "Great West" separator with a "Hawkeye" feeder, S. & M. blower and "Hartly" elevator; a 25x42 "Great West" separator with Woods feeder, S. & M. blower and Perfection bagger, operated by 16-h.p. portable Stickney gasoline engine; a 24-h p. compound traction engine climbing the corrugated galvanized steel culvert hill. Mr. J. E. McKee was in charge.

J. I. Case T. M. Co. had a 10 ton road roller operating a 28 x 46 Case steel separator, with full Case attachments; a 25 h.p. simple traction engine operating a 40x 60 steel Case separator with full Case attachments; a 15 h.p. portable engine operating a 28x50 Case separator with Case attachments, and also supplying steam for their Calliope; a 32 h.p. simple plowing engine with driving wheels four feet wide, used in contest; a 28 h.p. simple traction with contractor's tank attached; a 15 h.p. simple Hill Climber.

Burridge-Cooper Co. had one of their 32 h.p. "Geiser" portable gasoline engines operating a 27x39 "Geiser" separator fitted with Geiser feeder and blower and Peerless bagger. Mr. P. S. Le Gresley in charge.

Geo. White & Sons, of London and Brandon, had a 25 h.p. simple traction operating a "Challenge" 36x60 with White feeder and blower and Perfection bagger; a 25 h.p. simple traction engine operating a 40x66 "Challenge" with the same attachments, and a 30x50 "Challenge" also with a White feeder and blower and Perfection bagger.

M. Rumely Co. had a 30 h.p. double cylinder simple traction engine and a 36 h.p. double cylinder simple traction engine. The latter was operating a 40x64 "Ideal" separator with Ruth feeder and Rumely blower. A 28x44 "Ideal" separator with the same attachments. A 25 h.p. double cylinder simple plowing engine and a steel water wagon. Mr. Baker, the Canadian manager, was in charge.

Waterloo Mfg. Co. showed a 25 h.p. single simple engine operating a "Manitoba-Champion" 40x62 with a Parsons feeder, a Waterloo blower and a Perfection weigher; a 14 h.p. simple traction operating a "Manitoba-Champion" 28x42 with a Waterloo feeder and blower and a Perfection bagger. Mr. Geo. Hinchley in charge.

The Brandon Machine Works Co. had a couple of rebuilt separators, one a Filche 36 x 56 with full attachments, the other a Nichols & Shepard 36x56, and a rebuilt 20 h.p. Cornell portable engine; a 6 h.p. stationary Brandon gasoline engine; a couple of their land packers and a Manitoba steel furnace. Mr. S. S. Simpson in charge.

Fisher and Robson, of Allison, Ont., had one of their Octopus stook or sheaf loading machines. Mr. T. Robson in charge.

Ontario Wind Engine & Pump Co. had a tent on the grounds in which they showed a 16 h.p. Stickney portable; a 10 h.p. Stickney portable; two 7 h.p.; two 5 h.p., and one 1½ h.p. stationary Stickney engines; a line of iron and wood pumps; one of their new 6 inch Simplex grain grinders; galvanized iron troughs; lawn swings; Aylmer farmers' wagon stock scale, platform, union and dairy scales.

The Manitoba Wind Mill & Pump Co. had put up a special show shed under which they had two of their 22 h.p. Manitoba portable gasoline engines, three 7 h.p. stationary and portable, one 2 and one 4 h.p. stationary, a full line of their Manitoba feed mills, wood saws and thirty different styles of their wood and iron pumps; "Manitoba" pumping and power mills, and a display of National Carbon Co.'s storage and dry batteries. Mr. Williamson,

manager of the company, in charge.

Brandon-Robertson Co. had a couple of their Brandon-Robertson self-feeders in operation.

The Virden Mfg. Co. had one of their automatic measures in operation.

Canadian Stover Co., of Brandon, had a splendid display consisting of four 25 h.p. portable gasoline engines four 22 h.p. portable gasoline engines, one 10 h.p., three 6 h.p., one 4 h.p., and one 2 h.p. stationary gasoline engines; three Waterloo "Manitoba-Champion" separators; one 22 h.p. Hart-Parr traction gasoline engine; a couple of grain grinders and Sawyer belting.

Marshall Sons & Co. had their 25 h.p. four cylinder traction gasoline engine in the contests.

The International Harvester Co. put up a great display with one 15 h.p. traction gasoline engine, three 20 h.p. traction engines, two 20 h.p. portable gasoline engines, one 36x50 "Goodison" separator with full attachements, and one 28x42 "Goodison" same attachments, one 30x50 "Buffalo Pitts," full attachments, and one 27x42 "Altman-Taylor" separator, one regular "Bell City" 32x40 and a "Bell City" with Russell stacker, one 2 h.p. air cooled gasoline engine and one 3 h.p. Famous on skids, one 2 h.p. Pumper, one 4 h.p. hopper cooled, and one 4 h.p. Famous regular, three 6 h.p. Famous on skids, one 4 h.p. sawing, one 8 h.p. Famous gasoline engine on skids; a full line of Champion grinders, using from 8 to 13 plates; a Corn King return apron manure spreader; a Clover Leaf endless apron manure spreader; and one each of the following wagons, Webber, Old Dominion, Hamilton, Challenge, and Petrolia; one each of the following farm trucks, Bettendorf, Otto, Columbus; a teaming gear and one of their two seated auto buggies. J. C. Hyndman, general agent, took personal charge of the exhibit.

Noxon Co., of Ingersol, Ont., had one of their binders in evidence.

Mr. McGowan of Brandon showed the McGowan Auto plow, which consists of a steel auto-frame with iron wheels substituted for the pneumatic, the rear pair being about the size of the drive wheel on a mower. The engine was a four cylinder 8 h.p. gasoline. Under and to the rear of the frame was attached a gang plow. The inventor believes that there is a great future for this machine.

The Belden Sheaf and Hay Loader had one of their machines on the grounds.

The Canadian Swenson Co., of Lindsay, Ont., had one of their steel cable Capstan stump pulling machines on the grounds. Hy. Rustad, the manager of the concern, was in charge.

G. Spenst, of Gretna, had one of his elevator grain cleaning machines on show.

The Harmer Implement Co., Winnipeg, Man., showed their Superior fanning mills and a Wizard portable grain elevator.

The Kramer Co., of Paxton, Ill., had a number of their harrow attachments for gang and sulky plows, demonstrating their mode of attachment and efficiency. Mr. J. W. Kaufmann, the manager of the company, was in charge.

The Brandon Fire Engine Co. had a couple of their Village fire engines, a warehouse truck extinguisher and a number of hand extinguishers, which attracted considerable attention.

The Manson Campbell Co., Brandon, had a full line of their fanning mills, a grain pickler, a fireless cooker, pitless and truck scales, vacuum cleaners, a kitchen cabinet and a davenport. Mr. Atwell, the Brandon manager, was in charge.

Beeman & Co., of Winnipeg, Man., were in evidence with their Jumbo grain cleaners.

Canadian Fairbanks Co. made a good showing in their own tent; they had one 25 h.p. portable, one 2 h.p. portable, one 8, one 3, and one 2, and one 1 h.p. stationary gasoline engine in their exhibit.

The O.K. Shocker Co. had one of their binder attachments on the grounds.

The Brandon Windmill & Pump Works, of Brandon, had a line of twenty-one wood and iron pumps including their stock pump, house pump, deep well, and force pumps; and an eight foot Star windmill, a twelve foot power mill, and a 3 h.p. Hoosier gasoline engine, a Superior grain grinder, a steel frame wood saw, and galvanized water tanks. H. Cater, manager, in charge.

A. E. Drennan, of Brandon, Man., had a number of the Hathaway grain picklers on inspection.

Riesberry Pump Co., of Brandon, Man., had a battery of their

The Brandon Motor Competition

During the Inter-Provincial Fair at Brandon, July 19th to 23rd, 1909, a motor contest similar to the one held at the Winnipeg Exhibition took place. The tests and grading, we understand, were to be similar to those at Winnipeg, but owing to lack of time the hauling test had to be dispensed with. We hoped until the last moment before going to press to receive a detailed report and schedule of results. In this regard we have, however, been disappointed and can only give the following decisions and awards.

Class A, Gasoline Engines 20-h.p. and under.

Avery Co. four cylinder 12-h.p. farm tractor, won the Gold Medal with a score of 111 points.

International Harvester Co., single cylinder 20-h.p., won the Silver Medal, with a score 99.78 points.

Class B, Gasoline Engines 20 to 30-h.p.

International Harvester Co., single cylinder 20-h.p., won the Gold Medal with a score of 121.4 points.

International Harvester Co., single cylinder 20-h.p., won the Silver Medal with a score of 113.3 points.

International Harvester Co., single cylinder 15-h.p., won the Bronze Medal with a score of 106.34 points.

Class C, Gasoline Engines, 30-h.p. and over.

Marshall, Sons & Co., four cylinder 25-h.p., was awarded the Gold Medal with a score of 111.32 points.

The maximum score for gasoline engines was 135 points.

The International Harvester Co., single cylinder 20-h.p. gasoline engine, with its score of 121.4 points, won the sweepstakes for greatest number of points awarded in the gasoline engine classes.

Class D, Steam Engines from 75 to 120 brake h.p.

Avery & Co., double cylinder 30-h.p., won the Gold Medal with a score of 139.58 points.

J. I. Case Co., single cylinder 32-h.p., won the Silver Medal with a score of 136.68 points.

Gaar-Scott & Co., double cylinder 25-h.p., won the Bronze Medal with a score of 134.70 points.

M. Rumely Co., double cylinder 36 h.p., fourth place with a score of 132.82 points.

M. Rumely Co., single cylinder 25-h.p., fifth place with a score of 127.75 points.

M. Rumely Co., 30-h.p. double cylinder, sixth place with a score of 126.2 points.

Class E, Steam Engines, 75 Brake-h.p. and under.

J. I. Case Co., single cylinder 20-h.p., won the Gold Medal with a score of 137.18 points.

Avery & Co., double cylinder 20-h.p., won the Silver Medal with a score of 135.54 points.

The maximum for steam engines was 145 points.

Avery & Co., double cylinder 30-h.p., with its score of 139.58 points, won the sweepstakes for greatest number of points awarded in the steam engine classes.

wood and iron pumps in a conspicuous lacation.

The American Seeding-Machine Co., of Winnipeg, Man., showed a full line of their drills, including Kentucky, Hoosier and Superior, also their Superior wheel disc harrow and a regular disc harrow. Their genial salesman Mr. Roblin was in charge.

The exhibits of cream separators were shown in the same building as used for this purpose for several years. The booths were of a practically uniform size and were very tastily decorated.

The De Laval Co. had several of their 1909 hand power separators, varying in capacity from 135 to 750 pounds per hour. Messrs. Forsythe and Silversides were in charge.

The Sharples Separator Co. had five of their machines varying in capacity from 200 to 1000 pounds per hour. Mr. Logan, the western manager, had charge.

Empire Cream Separator Co., showed a line of their machines including both the cone and disc machines varying in capacity from 350 to 600 pounds per hour. Mr. A. E. Drennan in charge.

The Vermont Farm Machine Co., of Bellows Falls, Vermont, had five of their U.S. machines, varying in capacity from 200 to 700 pounds per hour. Mr. P. W. Simpson was in charge.

The International Harvester Co. showed two of their machines, the Blue Bell and the Dairy Maid.

The Magnet Cream Separator Co. exhibited a half dozen of their machines of different capacities.

Calgary.

Calgary's Provincial Fair has come and gone. It was an unqualified success, although the weather was very unfavorable. One day it rained so that all attractions had to be postponed. In spite of the weather the attendance for the week was very satisfactory. On the opening day the attendance was seventeen thousand and on three other days, notwithstanding the rain it was more than fourteen thousand. The opening day was auspicious and eventful. There was a big pageant several miles in length witnessed by at least twenty thousand people. Lieutenant Governor Bulyea, the Premier and members of the Cabinet were present. It was also "Tag Day" for the Y. W. C. A. and the Calgary Street Car system was put in operation for the first time.

The attractions at the Fair were excellent and the exhibits splendid. By no means the least important were the machine exhibits. Practically all the thresher companies represented in Calgary had exhibits, and also the cream separator companies, including the De Laval, Sharples, Empire and Magnet machines. Catalogue houses also had a tent on the grounds for the purpose of showing their lines.

Mr. J. E. Tysoe, of Beals & Hoar, Edmonton, visited Calgary for a few days about the first of the month.

Mr. W. E. Hall, gen. agent, Frost & Wood Co., spent a few days in Edmonton on business recently.

Mr. W. G. Hunt, Alberta manager of the Massey-Harris Co., is spending his holidays with the Alpine Club in the Rockies.

Mr. F. J. Weed, western manager of the De Laval Separator Co., Winnipeg, was a business visitor to Calgary the latter part of July. He wears a pleasant smile and seems to think he has a right to, owing to the satisfactory business he has obtained in the West this year.

Mr. James Hall, of the Frost & Wood Calgary staff, passed his holidays in Winnipeg and Portage la Prairie. It was his first trip back in four years and he sees great changes in that time.

Mr. Gibson, local agent for the Massey-Harris Co., Calgary, was married last month, as was also Mr. Gray, cashier for the same company. It is said that a number of our genial bachelor implement friends are applying for similar situations.

Mr. Manson Campbell, of the Manson Campbell Co., Chatham, and Mr. Robert Gray. of William Gray & Sons Co , Chatham, spent some time in Calgary and other Alberta points early in July.

Messrs. Palmer & Wright is the name of a new retail implement house recently opened in Calgary. The firm consists of Mr. Fred Wright, the popular and well-know traveller for the Canadian Moline Plow Co., and Mr. J. Palmer, who until recently was looking after the collections for the same company in Alberta. Mr. Palmer will manage the local business for the present, while Mr. Wright will continue to represent the Moline Co. for the Province. They will handle principally Moline Co., goods and also do the transferring for that company. We wish them every success.

Mr. J. H. Shedden, representing the Empire Separator Co., was in Calgary a short time about August 1st.

A number of the managers of Alberta wholesale houses were visitors to the Winnipeg Exhibition this year. Among them were the following: E. M. McCammon, manager J. I. Case Co., J. A. Brookbank, of the International Harvester Co., H. A Dunn, of the John Deere Plow Co., and J. A. Latimer, of the Cockshutt Plow Co. They seemed to think that while the Exhibition was a success as usual, it did not much surpass the Calgary Fair except in point of numbers.

The critical and anxious time for the grain-grower and all those dependent on grain conditions is now at hand. We are very much pleased to be able to say, at the time of writing, August 1st, conditions in Alberta were never better. We have not heard of a single district where the grain is not doing splendidly. Taking the Province as a whole, prospects were never so good. The weather has been favorable throughout, no district having had too much or too little of either rain or sun since seeding was completed. The result is, that crops are looking better and promise better yield than at any time in our experience. The grain is nearly headed out and beginning to take on a ripening color, in fact, some early cutting of barley was reported last week. Another ten days of favorable weather will see cutting become general and nothing but a general calamity can prevent a most satisfactory harvest.

Can you not hear Calgary grow? The recent census shows a population of 29,265. There are a large number of fine big buildings and warehouses, as well as innumerable residences in the course of construction, also miles of asphalt, bitulithic, granitoid and block pavements are being laid. The gravity water system is completed, giving Calgary the best system of waterworks in Western Canada, having a fall of three-hundred feet in twelve miles. Our street car system is now in operation. WATCH US GROW?

Does Advertising Pay?

Few people realize the enormous extent to which advertising has been carried in America. Take for instance the eleven largest retail stores in New York City. The following table is said to have been carefully compiled and shows what each store spent in advertising in a single month.

The Siegel-Cooper Co. .	$32,052.31
John Wanamaker	30,273.83
The Simpson-Crawford Co.	20,406.96
The 14th St. Store	25,402.24
R. H. Macy & Co.	21,193.03
Hearn	20,412.45
Bloomingdale Bros. ...	18,677.28
The Adams-O'Neill Co..	17,499.14
Ehrich Bros.	14,201.23
Saks & Co.	13,912.97
Rothenberg & Co.	12,488.84

These figures afford about as convincing proof of the fact that it pays to advertise as anyone could desire. These great retail establishments are not in the habit of spending money for things that do not pay. Every penny of these enormous appropriations pays direct returns, or it would never have been expended.

Remember your friends today and forget your enemies tomorrow.

A Real Snap in Binder Twine

We have secured (under exceptional circumstances) a shipment of the **Finest Quality** of **Binder Twine** on the **Market.**

We are clearing it out **quickly** at a **price** which **cannot be touched** by any house handling this make of twine.

Write us at once for our **Special Offer. "First come, best served."** And like **all good things—it won't last long.** (We mean **the opportunity—NOT the twine**).

The Harmer Implement Co.

WINNIPEG **MAN.**

Fuller & Johnson Pump Catalogue

We have just received a tastily got up and beautifully illustrated catalogue of the Fuller & Johnson Manufacturing Co., Madison, Wis., U.S.A. from their agents, Stewart-Nelson Co., Ltd., Winnipeg, Man. The booklet describes the merits of the Fuller & Johnson Farm Pump Engine. The half tone engravings of the interior of the factory were a revelation to us of the extensive out-put of this well known firm.

Reflections of a Travelling Man.

Paper read at a Convention of Dealers.

The man who succeeds on the road today is the man who "likes his job." One night last week coming out of Chicago, I sat in the smoker with a fellow travelling man. He talked rather freely with me of the inconveniences—the poor accommodations of the hotels—the exposure of long drives, and wound up by saying, "It's a dog's life. I have been on the road for ten years and all I have ever got has been a bare living. I am tired of it all and this will be my last trip."

"My friend," I said, "it is not a dog's life, but a man's life, and calls into play all the best instincts of a man. The fault lies not with the calling, but with yourself. You have looked at life through smoked glasses and your vision has become blurred. The enthusiasm you should have carried into your work you wasted at the ball game. You awake with a grouch and wonder why no glad hand is extended to you. You say you have been on the road for ten years and all you have received has been a bare living. My friend, I have been on the road twice ten years and there has never been a moment during that time when I felt I wanted to quit. The friendships I have formed during that time I consider of greater value than a fat bank roll."

It is a recognized fact of law that good will forms a real tangible asset to any business, and the friendships of a salesman are as much an asset and more dependable than the average banking security.

The salesman is vitally interested in your success. His interest does not cease when he has sold you a bill of goods. He has only done half his duty when the sale is made, and his work is not completed until he has helped you, by suggestion and otherwise, to dispose of your stock on hand.

Look back over your career and find how often an idea of his has brought money and trade to you. He is in constant touch with the evolution of trade—he watches the successful methods of others, the selling scheme of some distant city that brought a revenue; this is yours for the asking. Meet him half way—tell him your troubles, the competition you have to meet, your plans for the future.

Depend upon it, your confidence will be respected and in return you will receive helpful advice. The advances along this line should, however, come from you. It is the duty of the patient to go to the doctor—not the doctor to seek the patient. If your business is in an unhealthy condition, talk it over with your friend, the salesman. He will give you sound advice and you will never be troubled with a bill for professional services.

I called on a friend in the downtown district the other day and on the swinging door leading to his office I noticed a little white enameled sign with black lettering that read: "Push! Don't Knock!"

Gentlemen, I want you to take that as your motto for the current year: "Push! Don't Knock!" Push the town you live in, push forward the clerks who help you in your business—push your fellow tradesmen, and take a vital interest in the affairs of your community. Forget the petty prejudices that cause you to look upon your competitor as an enemy. The man across the street is not a bad fellow when you get to know him. Notwithstanding the old Biblical injunction: "Knock, and it shall be opened unto you," the world today has little use for a "knocker." We are growing broader-gauged; a national trade uplift is going on.

When you are in the game, play it, and play it hard—but play it on the level. Let us have no off-side plays. The rules of the game are stricter, the rewards greater, but an umpire called Public Opinion will rule you out of the game at the first attempt at tricky play.

With all due reverence for the knights of the road who are dead and gone, I believe that the salesmen of today, as a body, are more loyal to the best interests of the dealer than were the salesmen of a decade ago. The law of progress calls for a higher standard of business ethics. The practices that were in vogue then would not be tolerated now.

Production of Implements in Russia.

"The manufacturing of agricultural implements in Russia was scarcely considered a possibility thirty-five years ago," says Special Agent Roland R. Denis, of the United States Bureau of Manufacturers, in a letter from Odessa, Russia. "The immense increase of this industry is largely—one might say entirely—due to the enterprise of the German and English. One of the first establishments to assume any importance was located in Kharkow by a German company. These works now employ about 1,200 men. Their place is fitted with many American tools, bulldozes from Moline, lathes from Hamilton, Ohio; crank planers from Providence and woodworking tools from Cincinnati. Most of the machinery is electric driven, and the general manager is a wide-awake, pushing, Vienna-born Englishman. They make seeders, both drills and broad-cast; threshers in many different sizes, for grain, as well as special threshers for sunflowers; horsepowers; fanning mills, and a hand-rake reaper, known as a lobogreika. They have their own branches in many of the principal Russian cities and enjoy a high-class reputation.

At Berdiansk, on the sea of Azof, an Englishman has a large establishment which is devoted mostly to the manufacture of mowers, reapers and lobogreikas. In connection with the establishment there is a malleable-iron foundry, which is doing a large business for the numerous small manufacturers of implements that are scattered all over middle and southern Russia.

In Odessa a German began in a very small way about 1884 to build a few implements, making plows his principal product. This enterprise has now been changed to a stock company and greatly enlarged premises have been built. It is claimed that they have a capacity of 120,000 plows per annum, and I find the trade quite willing to accept this statement. In Moscow another German firm has developed a large establishment which is also a prominent factor in the colossal plow trade of the Empire.

At Elisavetgrad is an English establishment which, from a small repair shop for English engines and threshers in 1874, has grown until it employs some 1,200 men and produces high-grade implements.

LOCAL REAPING MACHINES CONTINUE POPULAR.

The lobogreika is one of the anomalies of the harvester trade. The Russian word lobo translates brow, and greika heater, so we may say the lobogreika is a brow-sweater, and any one that has ever seen them at work will readily acknowledge the correctness of the name. The lobogreika is a very cheap class of reaper with a reel; the platform is square, the raking off being done by a man seated on the outer back corner of the platform and using a pitchfork. This apology for a reaper retails at 140 to 160 rubles, $70 to $80, or within $20 to $25 of the price of the first-class American self-rake reaper and yet notwithstanding the strenuous efforts of the American harvester companies to overcome the sale of the lobogreikas, the number manufactured and sold increases every year. It is estimated that for the season just closed not less than 80,000 of these machines were put on the Russian market.

There are some 30 different manufacturers of lobogreikas located south of Kharkow, their annual output varying all the way from two to three hundred up to one firm at Alexandrowsk, which is credited with making 8,000. Alexandrowsk has five factories where lobogreikas are manufactured, and the annual output of that city alone will probably exceed 15,000 machines.

At Bolshoi Tokmak, about 100 miles southeast of Alexandrowsk, are two Germans, each of whom came to Russia from their native land as tramping machinists some twenty-five years ago. Both are now doing a large and profitable business in lobogreikas. They also advertise mowers, grain drills, and other implements. This has all been accomplished in a village that was originally 40 miles from the nearest railway station.

FINISH OF MACHINES, DUTIES, AND WAGES.

All the implements made by the Russian manufacturers are not nearly so well finished nor painted as are those from the United

States, but they are strong and durable, and evidently good enough for the Rusian farmer.

The duty on nearly all classes of agricultural implements is 75 kopeks per pood, or a trifle over 1 cent per pound, which insures a fair percentage of profit to the local manufacturer. In shipping gasoline engines from abroad it is customary to send them into Russia without bedplates or fly wheels, these parts being added here.

Common laborers in Russian works are paid about 1 ruble (51 cents) per day; lathe hands, working on piecework, can make 3 to 3½ rubles ($1.55 to $1.80) per day. At one large establishment they have a soup kitchen for the workmen and run another for the poor people of the town during the five cold months in the winter. These same works have a theater, in which I attended a performance of an operetta in Little Russian. The cast was composed entirely of employees of the works and their families, and the acting compares most favorably with amateur efforts elsewhere.

The World's Wheat.

In the world's economy wheat holds the centre of the stage at the present time and bids fair to continue to do so. There is a real shortage of wheat in the markets of the world. Figures of the wheat crop for the last ten years clearly indicate that the increase in wheat production is not keeping pace with wheat consumption. The corrected returns for 1908 are not yet available but the crop is thus estimated by the Department of Agriculture, Washington, U.S.

YEAR	BUSHELS
1908	3,109,120,000
1907	3,157,400,000
1906	3,455,640,000
1905	3,317,880,000
1904	3,134,000,000
1903	3,238,000,000
1902	3,087,000,000
1901	2,822,000,000
1900	2,583,000,000
1899	2,697,000,000
1898	2,894,000,000

These figures show a gradual increase in production yet the price of wheat is higher than it has been for years. This is a matter of close concern to many millions of the world's people. Among civilized peoples wheat is becoming more and more the staple food. The yellow race may be an exception but they are becoming alive to the food value of wheat and the Oriental demand is rapidly increasing. Such are the conditions, and the question arises as to where and how the world's supply of wheat may be increased to meet the demand.

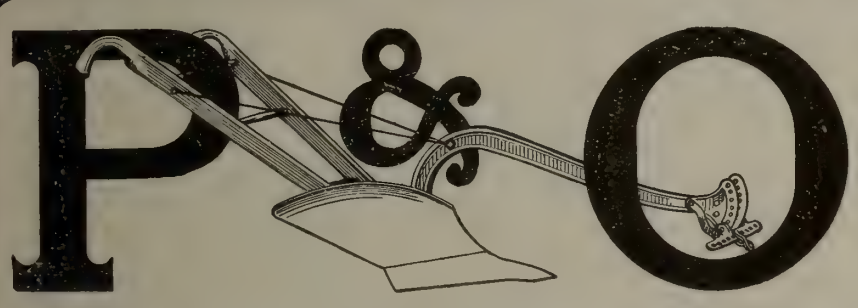
In studying this question of wheat supply, Mr. Rollin E. Smith —a recognized authority on all points pertaining to wheat—has arrived at the conclusion that such increase as may be made in the world's wheat supply must be from several sources, which he names as follows: natural new lands, by irrigation and dry farming, an increased yield per acre, by fertilization, crop rotation, better farming, better seed.

Available for new areas there are lands in Canada, Argentina, Siberia and Manchuria. Of these Canada will undoubtedly be the first and most rapidly exploited. The wheat area in Canada is estimated from 150,000,000 to 300,000,000 acres, of which but 10,000,000 are now under cultivation.

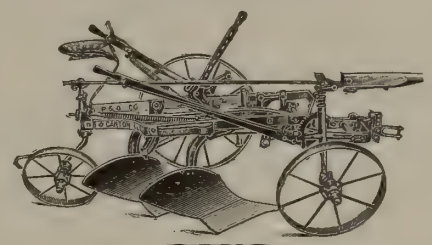
It is clear then that Canada may be depended upon to produce a billion bushels of wheat above the present out-put, and, at the end of twenty-five years, judging from the above figures, she will be called upon to do it.

New Canadian Company.

The Universal Motor Company, of Canada, has been formed to acquire the Canadian rights of Saunderson's Universal agricultural motor, manufactured in England. It has an authorized capitalization of $200,000. The motor named is one of the light type.



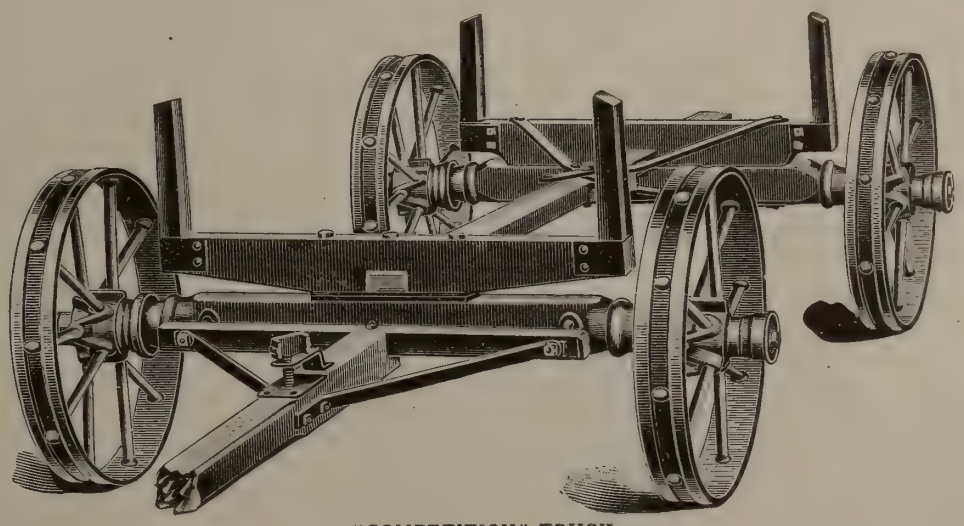
DIAMOND CANTON PLOWS GANG



Strength, Durability, Ease of Operation, Lightness of Draft.

The **Best Bottom ever put in a Plow**; hence—"More Grain to the Acre." **Sixty-Seven Years** of "knowing how," hammered into every part of the "CANTON DIAMOND."

Regular Farm Wagon, 3 x 9 skeins, Wheels 28 and 30 inches. 4-inch grooved tire. Hardwood gear parts throughout. Capacity guaranteed to 3,000 lbs. Weight 480 lbs.



"COMPETITION" TRUCK

Not as high-priced as some, but ALWAYS delivers the goods. The truck which will build up and maintain your trade.

The best selling Metal Wheel Truck in the West. Four other styles of Metal and Wood Wheel Trucks, and every one of them a Trade Winner.

P & O **Canadian Plow Co., Winnipeg**

Distributing Warehouses: BRANDON, REGINA, SASKATOON, CALGARY.

Brandon.

The weather has been almost perfect—a little on the dry side—but ample rains during the last few days have put everything in good shape. A fairly good yield is anticipated.

For the past two weeks haying has been in full swing. The dry weather was eminently suitable and good progress has been made. A brisk trade was done in mowers, rakes, etc., much in excess of last year's output. The binder trade is as yet slow, but prospects are bright for large sales.

The Brandon Fair was an unqualified success. The records show an attendance very much larger than that of any previous year. Fully 100,000 people visited the grounds during the five days of the exhibition, and ideal weather conditions prevailed.

The side shows this year were run by the C. W. Parker amusement Co. who guaranteed that there would be nothing objectionable shown in this connection. They are to be commended for the class of side shows they put on.

Professor Curtis, of Ames, Iowa, who fills the chair of animal husbandry in the Iowa State College of Agriculture, acted as judge of heavy horses. This was his first visit to Brandon and he left with a most favorable impression of the district. He stated that he had heard much of Brandon as a stock centre, but that what he had seen at the fair had far exceeded his most sanguine expectations. The horse exhibit alone should surely make this city famous, for it is one that is seldom equalled anywhere.

Mr. J. A. Clark, official photographer to the C.N.R., and Mr. J. De Frenes, operator of the Charles Urban Trading Co., London, Eng., were in the city fair week making a series of pictures of Brandon Fair and took a moving picture of the great stock parade on Friday. This was one of the best parades ever put on at any fair and the photograph is to be used as an advertising medium in the Old Land.

Mr. H. W. Brodie, assistant general passenger agent of the C. P.R., Winnipeg, and Mr. Geo. H. Shaw, general traffic manager of the C.N.R., were visitors to the fair. They note with pleasure the rapid forward strides made by the Brandon exhibition and agree that this year's show eclipses all former efforts.

We were pleased to have Mayor Evans and a large number of prominent business men from Winnipeg as visitors to the fair.

Mr. E. A. Mott, manager Cockshutt Plow Co., Winnipeg, and Mr. Geo. Wedlake, superintendent of the Brantford factory, were visitors during the fair. They spent considerable time at the gasoline motor and steam engine contests, a number of Cockshutt engine gang plows being used by the contestants.

Mr. Lamb, representaive of Marshall Sons & Co. engine works of Gainsborough, Eng., spent the whole week at the fair. He had a 25 h.p. motor in the trials using a 12 furrow Cockshutt gang. This outfit was purchased by Mr. Head of Rapid City, for his large western farm.

Mr. J. H. Minhinnick, manager Frost & Wood Co., Winnipeg, was an interested visitor to the fair.

Mr. G. E. Wilson, general manager of the North West Thresher Co., Stillwater, Minn., was in the city fair week. He was much interested in the exhibits of stock and machinery.

Mr. J. F. Jones, Canadian sales manager International Harvester Co., took in the fair. Other officers of the same company who were on hand were Mr. Cavanaugh, assistant manager of the experimental department, Mr. H. A. Waterman, superintendent of the Milwaukee works; and Mr. J. L. Morton, mechanical constructor from the same works.

The following implement dealers were noticed as visitors to the fair: Messrs. Bales, Wawota; Thompson, Miniota; H. McIntosh, Rapid City; C. Brown, Bossevain; J. A. Corestine, Elslow, Sask.; Mr. Hamilton, Crandell, and Geo. Hinchley, Regina, manager of the Waterloo Mfg. Co.

Saskatoon.

The most buoyant and optimistic feeling prevails in this town and district, as the crop outlook is magnificent. One hears plenty of talk of 30 bushel wheat. The smile the farmer wears these times has something substantial behind it.

The town has great hopes of a successful fair. The grounds and buildings are all new and thoroughly up-to-date. The race track is in first class shape and the entry list points to exhibits of great variety and excellence. It will repay a visit.

Mr. R. C. Haskings, domestic sales manager for the International Harvester Co., Chicago, visited Saskatoon last week examining into crop and trade conditions and progress on the I.H.C. new building. He was well pleased with all he saw.

Mr. W. J. Bell, Saskatoon, visited Winnipeg Fair and took in the motor contests. He extended his trip to Stonewall looking up old friends.

Mr. Hugh Aird, manager Massey-Harris Co., Saskatoon, accompanied by Mrs. Aird, attended Winnipeg fair and motor contest.

Other gentlemen from Saskatoon interested in the implement trade who visited the Winnipeg Fair were: R. H. Potter, general agent of I.H.C., and N. O. Bervey, representative for Saskatoon of the John Deere Plow Co., and Mr. James Hunter, the representative of the Cochshutt Plow Co. They were pleased with everything except the dampness of the weather.

Professor Greig Going to Saskatchewan.

At a recent meeting of the board of governors of the University of Saskatchewan, Prof. A. R. Greig was appointed to the chair of farm mechanics and rural engineering on the staff of the college of agriculture. Prof. Greig will have from the outset direct superintendence of all construction work in connection with the erecting of the college buildings at Saskatoon, the plans and specifications of which are already being made by the architects.

Prof. Greig has had a distinguished career, at the age of 21 he secured a first class engineer's license. He attended McGill University from 1891 to 1895 taking a B.Sc. degree. Following graduation he was employed as draftsman by the Canada Atlantic Railway at Ottawa. From 1902 to 1906 he was chief draftsman for the C.N.R. at Winnipeg. At the opening of the Manitoba Agricultural College Mr. Greig was appointed professor of farm mechanics and agricultural machinery.

Prof. Greig will supervise the work in plan drawing, farm blacksmithing, carpentry, care and management of machinery including the operating of steam and gasoline engines.

There is wide felt regret in Winnipeg at Prof. Greig's departure, but his many friends feel sure of his success in his new field of work and wish him "God speed."

Going to Spokane to Study Irrigation.

Bankers, railroad presidents, scientists, experts on reclamation of arid and swamp lands, deep waterways, forestry, good roads and home-building will have places on the programs in preparation for the National Irrigation Congress, at its seventeenth session in Spokane, August 9th to 14th. There will be from 4,500 to 5,000 accredited delegates from various parts of the United States and representatives from Canada, Europe, the South American republics, China and Japan. It is expected also that President Taft and several members of his cabinet will be in attendance.

Among the speakers already assigned are James J. Hill, chairman of the board of directors of the Great Northern Railway Co.; Howard Elliott, president of the Northern Pacific Railway Co.; F. H. Newell, director of the Reclamation Service; John Barrett, director of the International Bureau of the South American Republics; Dr. George B. Angell, of Michigan; Gifford Pinchot, chief of the Forest Service; Alva Adams, former governor of Colorado; Senator Cummins, of Iowa; Governor Gilchrist, of Florida; Governor Wilson, of Kentucky; Governor Paterson, of Tennessee, and Senator Jones of Washington. There will also be governors and congressional representatives from various parts of the East, South and West.

The primary objects of the congress are to save the forests, store the floods, reclaim the deserts and make homes on the land. It is proposed to demonstrate to the West the possibilities of this development and to show to the East and South the importance and value of this work to the entire country.

GOLD MEDAL WINNERS AT WINNIPEG

The field tests of traction engines which began at Winnipeg July 7th were completed July 17th. There were three classifications for gasoline engines and one for steam engines. The maximum number of points in the score was 145. The International gasoline tractors won the following prizes:

1st Prize (Gold Medal) in Class A—15-h.p.

1st Prize (Gold Medal) in Class B—20-h.p.

Sweepstakes Prize (Gold Medal) awarded for highest number of points scored in the competition.

Can you ask for any better evidence as to the superiority of International Harvester Company gasoline tractors for all farm purposes—hauling, plowing, threshing, etc.? The judges who awarded the Gold Medals are men whose judgment must go unquestioned.

If you desire to handle a tractor you should handle the International gasoline tractor, because we have demonstrated at Winnipeg that these tractors are the best farm tractors—and the best is none too good for your trade.

The International Harvester Company line of gasoline engines includes many styles of stationary and portable engines in sizes from 1 to 25-horse power, and they are all as good as the traction engines.

Now would be a good time to secure a contract to handle International engines.

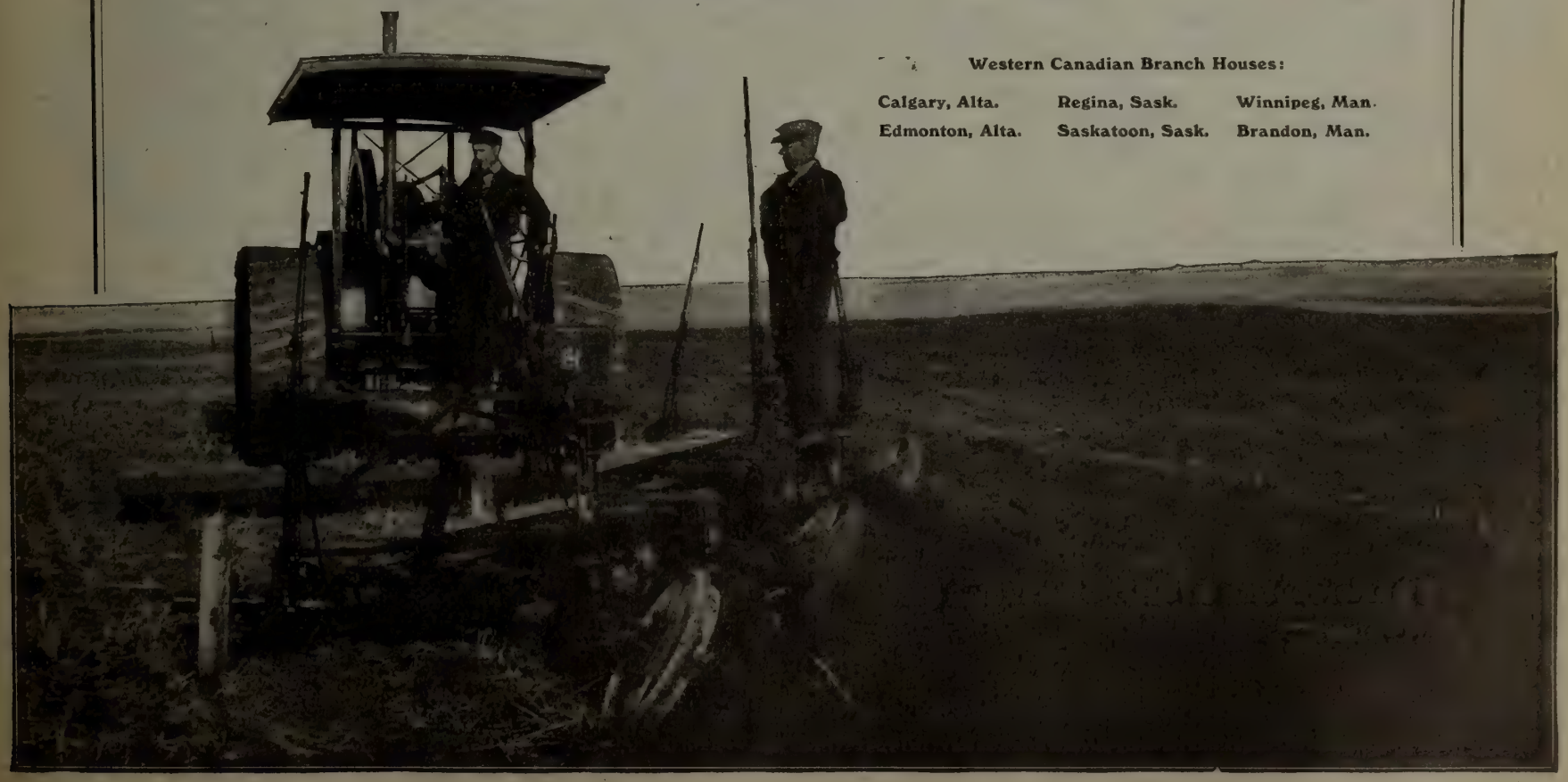
Write the nearest general agent or see blockman relative to agency terms and territory. Complete information concerning the tractors which pulled down the Gold Medals at Winnipeg will be found in the reading columns.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

Chicago [Incorporated] U.S.A.

Western Canadian Branch Houses:

Calgary, Alta.	Regina, Sask.	Winnipeg, Man.
Edmonton, Alta.	Saskatoon, Sask.	Brandon, Man.



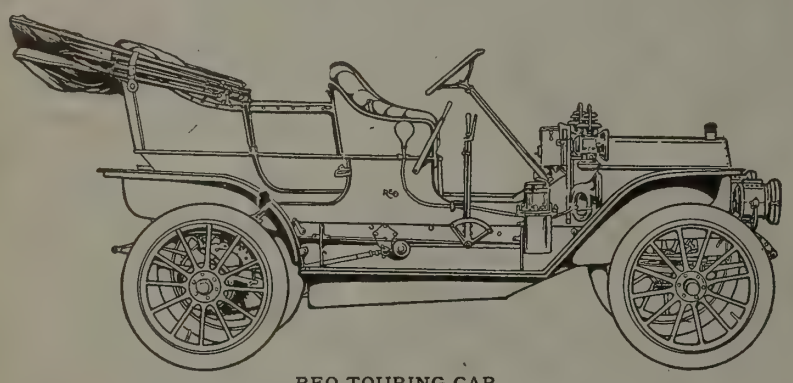
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D. 1909 (40-h.p., five passengers)	$3,100.00
Cadillac "Thirty" 1909 (shaft drive, five passengers)	$2,000.00
Reo, Model A. 1909 (22-h.p., five passengers)	$1,400.00
Ford, Model J, 1909 (20-h.p., shaft drive, five passengers)	$1,100.00
Reo Runabout (10-12-h.p., 2 or 4 passengers)	$700.00



REO TOURING CAR

We carry full lines of MOTOR CAR ACCESSORIES.
Prices and particulars on application.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St., WINNIPEG

THE CENTRAL CANADA INSURANCE COMPANY

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with
THREE PROVINCIAL
- GOVERNMENTS -

FIRE INSURANCE
All Classes of desirable risks insured

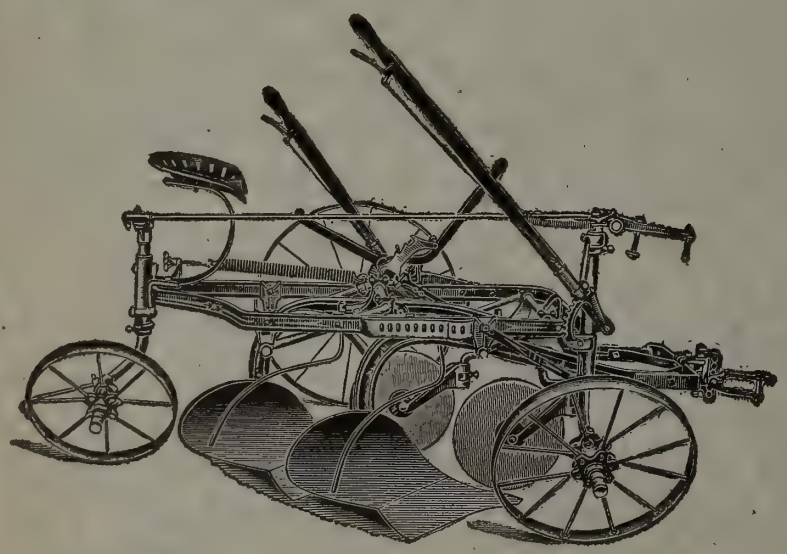
PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against Loss from Accident and Disease

Full information on application to any Local Agent or the Head Office of either Company

INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON
THE SASKATCHEWAN INSURANCE CO. REGINA
CANADA

NEW ECLIPSE PLOWS



WE cannot put too much weight on the QUALITY of NEW ECLIPSE PLOWS. They are, down to the smallest detail, carefully and honestly built.

For that reason there is no hesitation on our part in giving the most binding guarantee on them—copies of which you can have to hand each customer.

This helps you greatly in selling—and once you have a NEW ECLIPSE sold, your work is over.

Is it not worth your while to investigate further? Write to-day.

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents, WINNIPEG.

DOMINION CARRIAGE CO.
LIMITED.

TORONTO.

We want to send you particulars about

"MAPLE LEAF" LINE

of Top Buggies, Gentlemens' Driving Wagons, Road Wagons, Democrats, etc., which is above the average in Materials, High Quality and Stylish Design, Roomy and Comfortable, Handsome Finish.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:
Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

Vol. X, No. 3. WINNIPEG, MAN., SEPTEMBER, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.

H. Veasey-P, H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; **and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

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C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

NOW is the time to talk STRAW CUTTERS to the FARMERS

THE FARMER'S FAVORITE
Factory: Ayr, Ont.

and to send in your sample orders to us.

We have the largest line of Straw Cutters being handled in the WEST. Our machines are right up-to-date, being equipped with stop, start and reverse levers, best English knives, well braced frames.

Write for Prices and Catalogue. **Forty Years Experience in the Making.**

When placing orders for Spring Goods don't forget us.

"No one can give you a better deal"

John Watson Mfg. Co. LIMITED.

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"ACORN QUALITY"

Galvanized Corrugated Sheets

Are the most economical covering for roofs or sides of

BARNS, GRANARIES & IMPLEMENT SHEDS

Our estimate costs you nothing.

Write for booklet "Truth about Roofing."

CLARE & BROCKEST,

P.O. BOX 396 **WINNIPEG, MAN.**

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps **"Ideal" Iron Pumps**

"Ideal" Gasoline Engines **Currie's Waders**

"Melotte" Cotton Duck Threshing Belts

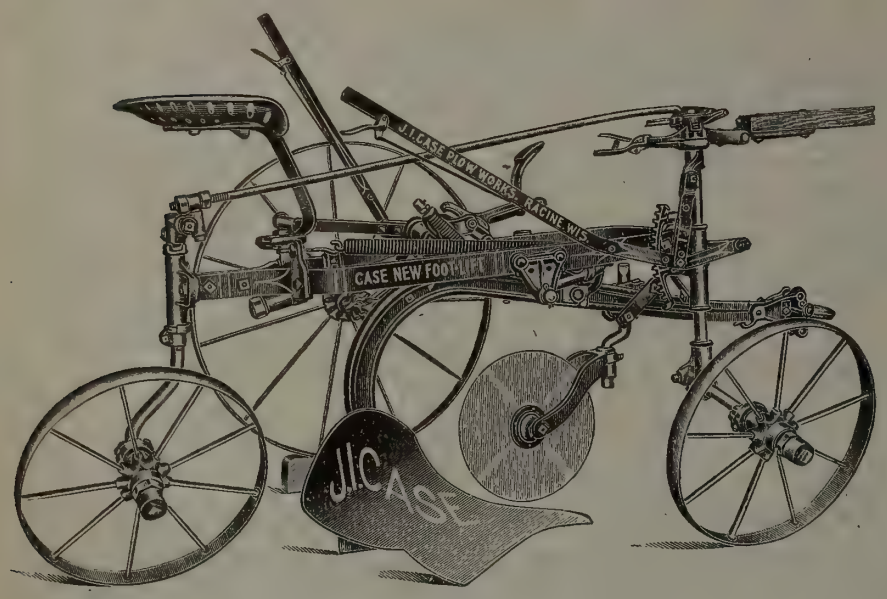
Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

J. I. CASE

New Foot-Lift Sulky and Gang Plows



One motion of foot-lever raises or lowers the bottom and levels the frame.

One motion of foot-lever raises the bottom from plowing position to six inches above ground.

Spring Pressure Lock absorbs the blow when striking solid obstructions and prevents breakage of share. It gives flexibility to the beams, which means uniform depth of furrows in rough as well as level ground, and lighter draft.

Lightest draft, because adjustment is provided for removing all landside friction.

Agencies now being established in Western Canada by—

THE HARMER IMPLEMENT CO., Winnipeg, Man.

J. I. CASE PLOW WORKS, Racine, Wis.

The Great Western Endless Apron Manure Spreader

You cannot go wrong in putting this machine on your floor. There are more genuine selling points of merit about it than on any other machine in the market.

There is no good point in any spreader which is not contained in the Great Western. On the other hand there are many exclusive features in this machine.

Quality and price right. Send for Catalogue.

Made by **The Wilkinson Plough Company, Limited,**

Toronto, Canada.

The STEWART-NELSON CO., Ltd.

General Agents, WINNIPEG.

Contract now for 1910 Kramer

THE Kramer Rotary Harrow attachment was the first implement of its kind ever placed upon the market. It is **years ahead** of any other attachment.

Of course there are imitations. **Every** good article is imitated. But who ever heard of an imitation as good as the original?

It's the same old story of careful ideas expensively worked out—tested and proven—then some unscrupulous persons adapting these ideas in a cheaply constructed machine—made to **sell**—not to last for years and do good service like the **Kramer** attachment.

The intelligent farmer and dealer know a good thing when they see it. The good things "catch on"—and the imitations are short-lived.

The Kramer attachment is recommended by State and United States Departments of Agriculture, and by the editors of all the leading farm papers.

1909 Model in operation

Farmers and dealers everywhere honestly endorse the Kramer attachment because it is so much better than any other. We started years ahead of any other concern making rotary harrow attachments—and have kept that far ahead—in improvements and experiments.

There is a reason for this honest endorsement. The Kramer attachment is superior—that's it! Here are a few points that you ought to appreciate:

The Kramer blades reduce the soil to a fine mulch, thus holding the moisture of the earth against the effects of sun and wind.

The Kramer saves the extra cost of harrowing, which is done while plowing—both at one operation.

The Kramer is reasonable in price and is a superior profit-earner for every dealer.

The Kramer is the only invariably satisfactory device of its kind ever made. It is real and not a **sham** implement.

No other line of attachments is built for use in connection with every sized plow from single bottoms to large steam outfits.

No other line provides suitable adjustable brackets for all manner of stag and disc plows.

No other attachment has a **geared** lift. This feature enables any boy old enough to drive a team, to operate the Kramer attachment.

No other line is as perfectly built from high-grade material, or as easily controlled in operation.

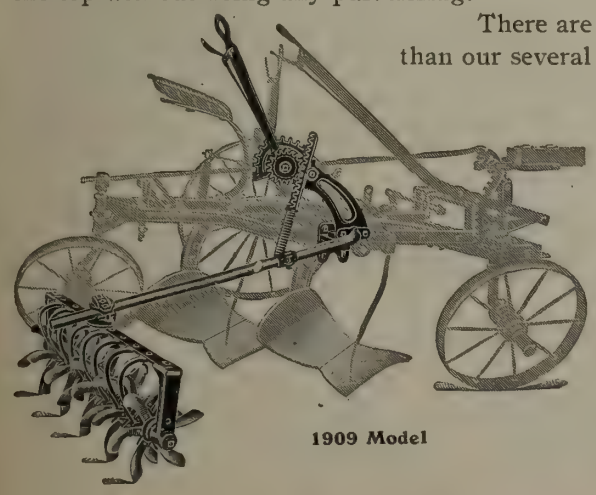
Simplicity and durability dominate every one of our attachments.

Blades used in connection with our standard models are forged from high-grade plow steel, well tempered aud ground to a keen cutting edge before assembling.

Each blade is hand riveted to refined malleable iron hubs, and guaranteed to do effective work, under all manner of soil conditions. We can furnish four different blade constructions

Our blade and disk structures have never been equaled, and patents are pending on every construction. They will at all times continue to be leaders, where imitators can only hope to follow at a long distance.

The **points** of our blade cleave and penetrate the hard ground first, and gradually their entire cutting surface is utilized, chopping the ground all to pieces. Blades striking the ground their entire length in tough and mucky soil simply scratch over the top without doing any pulverizing.



1909 Model

There are hundreds of ways to build disks and blades, but none better or more serviceable than our several styles used in connection with our various models.

Five models to select from. These will fill all your requirements and enable you to meet every competition.

We want you with us. We need good live dealers to supply farmers who appreciate the good points of a good machine. Hundreds are right in your own locality. When they know you sell the Kramer—they are at once your customers.

Nearly 50,000 of our implements have been sold. So many satisfied users is a mighty big advertisement! Connect with this original machine—beware of the **"copy"**—and you're on the straight road to big profits.

Are you ready to share in the big profits? We are booking new contracts every day. Get in on the ground floor for the Autumn trade.

Better write now. Place order direct with nearest jobber.

JOHN W. KAUFFMANN, Sole Jobber of the products of

THE KRAMER COMPANY, PAXTON, ILL., U.S.A.

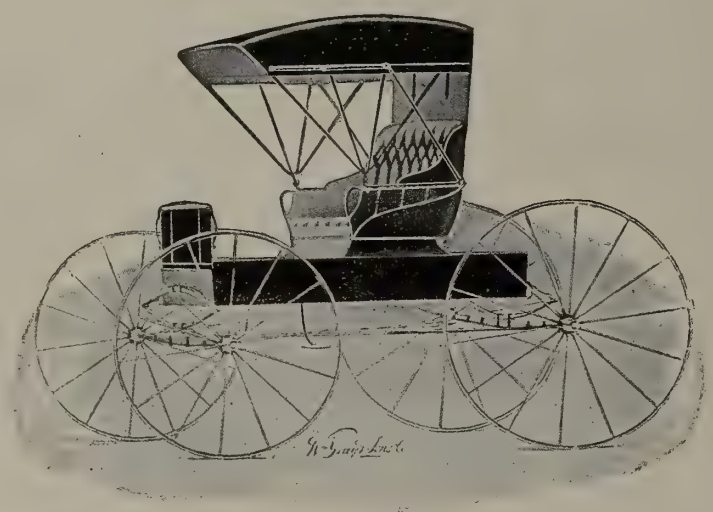
JOHN DEERE PLOW CO., Ltd., Winnipeg.
Sole Selling Agent for Manitoba

—Canadian Jobbers—

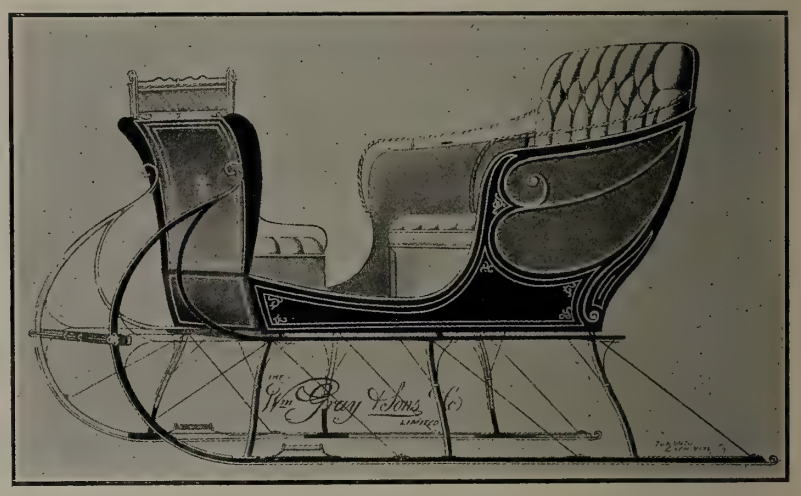
TUDHOPE, ANDERSON & CO., Ltd., Winnipeg.
Sole Agents for Alberta and Saskatchewan.

Improved Kitchen Cabinet. The great domestic labor saver

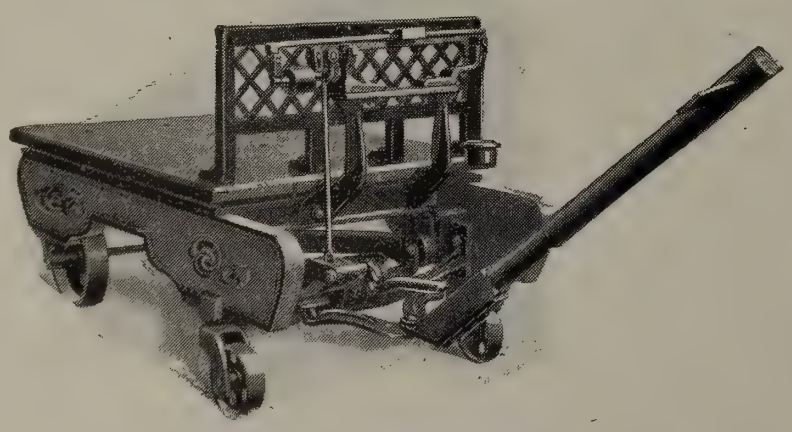
Fanning Mill. The Mill that separates and grades perfectly.



No. 403 Auto Seat Top Buggy.



Tecumseh Belle.



High Beam Wagon Scale. Capacity 20,000 lbs.

A New Company as undersigned has been formed with strong capital to handle all Western business of the well known Chatham firms of The Wm. Gray & Sons Co. Limited, and Manson Campbell Co. Limited.

Very attractive terms are now being offered to live dealers in each Town or agency centre. Exclusive territory will be given to each.

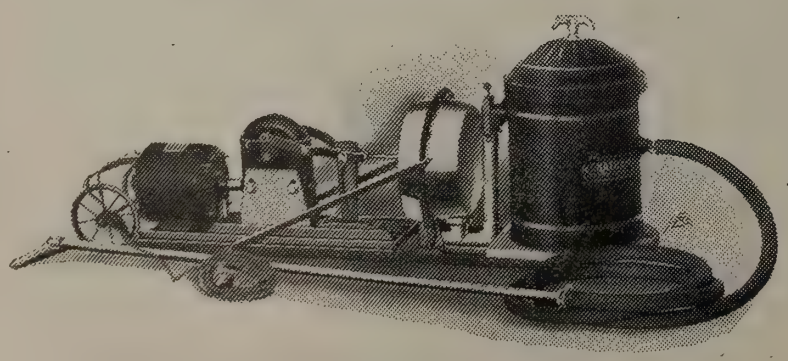
Now is the time to join us, and get in on the ground floor with a large popular line that will make you easy money. Write to-day for full particulars to

GRAY-CAMPBELL Ltd.

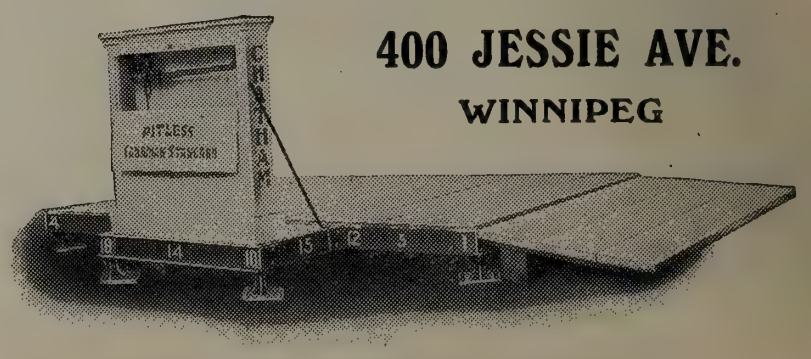
TEMPORARY OFFICES:

400 JESSIE AVE.

WINNIPEG



Vacuum Cleaner. Eradicates all of the dirt.



5 Ton Pitless Scale. A Modern Farm necessity.

CANADIAN FARM IMPLEMENTS

Vol. X., No. 3 WINNIPEG, MAN., SEPTEMBER, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

New Canadian Uniform Bill of Lading Adopted.

A uniform bill of lading has been approved by the Board of Railway Commissioners, to take effect on October 1st, 1909. All goods shipped after that date will be carried under the conditions contained therein. Sub-joined is the decision of the Board, signed by the Chief Commissioner, Mr. J. P. Maybee.

In the matter of the complaint of the Canadian Manufacturers' Association, supported by the Bankers' Association and by various Boards of Trade, merchants, and shippers throughout the Dominion of Canada, respecting the terms and conditions of carriage embodied in the bills of lading of the railway companies subject to the legislative authority of the Parliament of Canada; and in the matter of Section 340 of The Railway Act:

Upon hearing the complaint in the presence of counsel for the complainants and the Grand Trunk, Canadian Pacific, and Canadian Northern Railway Companies, and the Michigan Central Railroad Company, and what was alleged; and upon consideration of the draft forms of bill of lading agreed to by the parties thereto, and submitted for the approval of the Board—

1. It is ordered that the two forms of bill of lading for use in Canada, namely, that for consignments "to order," and that for so termed "straight" consignments, attached hereto and marked "A" and "B," be, and they are hereby, approved.

2. And it is further ordered that the conditions and limitations to be endorsed upon the said bills of lading shall be the following—

Section 1.—The Carrier of any of the goods herein described shall be liable for any loss thereof or damage thereto except as hereinafter provided.

Section 2.—In the case of shipments from one point in Canada to another point in Canada, or where goods are shipped under a joint tariff, the Carrier issuing this bill of lading, in addition to its other liability hereunder, shall be liable for any loss, damage, or injury to such goods from which the other carrier is not by the terms of this bill of lading relieved, caused by or resulting from the act, neglect, or default of any other carrier to which such goods may be delivered in Canada, or under such joint tariff, or over whose line or lines such goods may pass in Canada or under such joint tariff, the onus of proving that such loss was not so caused or did not so result being upon the Carrier issuing this bill of lading. The Carrier issuing this bill of lading shall be entitled to recover from the other carrier on whose line or lines the loss, damage, or injury to the said goods shall have been sustained, the amount of such loss, damage, or injury as it may be required to pay hereunder, as may be evidenced by the receipt, judgment, or transcript thereof. Nothing in this section shall deprive the holder of this bill of lading or party entitled to the goods of any remedy or right of action which he may have against the Carrier issuing this bill of lading or any other carrier.

Section 3.—The Carrier shall not be liable for loss, damage or delay to any of the goods herein described, caused by the act of God, the King's or public enemies, riots, strikes, defect or inherent vice in the goods, or the act or default of the shipper or owner; for difference in weights of grain, seed, or other commodities caused by natural shrinkage or discrepancies in elevator weights when the elevators are not operated by the Carrier, unless the weights are evidenced by Government certificate; the authorities of law or by quarantine. For loss, damage, or delay, except where cartage is to be performed by the Carrier or its agents, caused by fire occurring after forty-eight hours (exclusive of legal holidays), or in the case of bonded goods seventy-two hours (exclusive of legal holidays), after written notice of the arrival of said goods at destination or at port of export (if intended for export and not covered by a through bill of lading) has been sent or given, the Carrier's liability shall be that of warehouseman only. Except in case of negligence of the Carrier (and the burden of proving freedom from such negligence shall be on the Carrier), the Carrier shall not be liable for loss, damage, or delay occurring while the goods are stopped and held in transit upon the request of the party entitled to make such request. When in accordance with general custom, on account of the nature of the goods, or at the request of the shipper, the goods are transported in open cars, the Carrier (except in case of loss or damage by fire, in which case the liability shall be the same as though the goods had been carried in closed cars) shall be liable only for negligence, and the burden of proving freedom from such negligence shall be on the Carrier.

Section 4.—No Carrier is bound to transport said goods by any particular train or vessel, or in time for any particular market otherwise than required by law, unless by specific agreement endorsed hereon. Every Carrier in case of physical necessity shall have the right to forward said goods by any railway or route between the point of shipment and the point of destination; but if such diversion be from a rail to a water route the liability of the Carrier shall be the same as though the entire carriage were by rail.

The amount of any loss or damage shall be computed on the basis of the value of the goods at the place and time of shipment under this bill of lading (including the freight and other charges if paid, and the duty if paid or payable and not refunded), unless a lower value has been represented in writing by the shipper or has been agreed upon or determined by the classification or tariff upon which the rate is based, in any of which events such lower value shall be the amount to govern such computation, whether or not such loss or damage occurs from negligence.

When under the terms of the classification or special reduced tariff, the goods are carried at owner's risk, such conditions are intended to cover only such risks as are necessarily incidental to transportation and shall not relieve the Carrier from liability for any loss, damage or delay which may result from any negligence or omission of the Carrier, its agents or employees, and the burden of proving freedom shall be on the Carrier.

Notice of loss, damage or delay must be made in writing to the Carrier at the point of delivery, or to the Carrier at the point of origin, within four months after a reasonable time for delivery has elapsed. Unless notice is so given the Carrier shall not be liable.

Any carrier or party liable on account of loss of or damage to any of said goods, or reimbursing to the insured the premiums paid in respect thereof, shall have the full benefit of any insurance that may have been effected upon or on account of said goods, so far

as this shall not avoid the policies or contracts of insurance.

Section 5.—Grain in bulk consigned to a point where the carrier has an elevator or warehouse, or where there is a public or licensed elevator or warehouse, may be there delivered and placed with other grain of the same kind and grade without respect to ownership: Provided that this shall not apply to a point of final delivery if it is otherwise expressly noted hereon, unless the grain is not promptly unloaded after written notice of arrival has been sent or given to the person named herein. Grain so delivered shall be subject to a lien for elevator charges in addition to all other charges hereunder.

Section 6.—Goods not removed by the party entitled to receive them within forty-eight hours (exclusive of legal holidays), or, in the case of bonded goods, within seventy-two hours (exclusive of legal holidays), after written notice has been sent or given, may be kept in car, station, or place of delivery or warehouse of the carrier, subject to a reasonable charge for storage and to the Carrier's responsibility as warehouseman only, or may at the option of the Carrier (after written notice of the carrier's intention to do so has been sent or given), be removed to and stored in a public or licensed warehouse at the cost of the owner and there held at the risk of the owner without liability on the part of the Carrier, and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage.

Goods in carloads shipped from a private siding or a station, wharf, or landing where there is no duly authorized agent, shall be at the risk of the owner until the car is lifted or bill of lading is issued by the Carrier, and thereafter shall be at the risk of the Carrier. Goods in carloads destined to a private siding, or station, wharf, or landing where there is no duly authorized agent, shall be at the risk of the carrier until placed at the delivery siding.

All goods shall be subject to necessary cooperage and baling at owner's risk.

Section 7.—No carrier shall be bound to carry any documents, specie, or any articles of extraordinary value not specifically rated in the published classification or tariffs unless a special agreement to do so (the duty of obtaining such special agreement to be on the Carrier when the nature of such goods is disclosed herein) and a stipulated value of the articles are endorsed hereon. If such goods are carried without a special agreement and the nature of the goods is not disclosed hereon the Carrier shall not be liable for any loss or damage thereto.

Section 8.—The owner or consignee shall pay the freight and all other lawful charges accruing on said goods, and, if required, shall pay the same before delivery. If upon inspection it is ascertained that the goods shipped are not those described in this bill of lading, the freight charges must be paid upon the goods actually shipped, with any additional penalties lawfully payable thereon.

Section 9.—Except in case of diversion from rail to water route, which is provided for in Section 4 hereof, and except as provided hereafter, if all or any part of said goods is carried by water over any part of said route, such water carriage shall be performed subject to the liabilities, limitations, and exemptions provided by statute and to the conditions contained in this bill of lading not inconsistent with such statute or this section, and subject also to the condition that no carrier or party in possession shall be liable for any loss or damage resulting from the perils of the lake, sea, or other waters; or from explosion, bursting of boilers, or breakage of shafts not arising from the negligence of the Carrier, or from any latent defect in hull, machinery, or appurtenances; or from collision, stranding, or other accidents of navigation or from prolongation of the voyage. And any vessel carrying any or all of the goods herein described shall be at liberty to call at intermediate ports, to tow and to be towed, and assist vessels in distress, and to deviate for the purpose of saving life or goods.

The term "water carriage" in this section shall not be construed as including lighterage or car ferriage across rivers, or in lake or other harbours, and the liability for such lighterage or car ferriage shall be governed by the other sections hereof.

If the goods are being carried under a tariff which provides that any carrier or carriers party thereto shall be liable for loss from perils of the sea, then as to such carrier or carriers the provisions of this section shall be treated as incorporated into the conditions of this bill of lading.

Section 10. — Every party, whether principal or agent, shipping explosives or dangerous goods without previous full written disclosure to the Carrier or its agent of their nature, shall be liable for all loss or damage caused thereby, and such goods may be warehoused at owner's risk and expense, or destroyed without compensation.

Section 11.—Any alteration, addition or erasure in this bill of lading shall be signed or initialed in the margin by an agent of the Carrier issuing the same, and if not so signed or initialed shall be without effect, and this bill of lading shall be enforceable according to its original tenor.

And it is further ordered that the size of the said bills of lading shall be eight and one-half (8½) inches wide, by eleven (11) inches long.

And it is further ordered that on and after the 1st day of October, 1909, the forms herein approved shall be the only bills of lading to be used by all railway companies subject to the legislative authority of the Parliament of Canada.

(Signed) J. P. MABEE,
Chief Commissioner,
Board of Railway Commissioners for Canada.

High versus Low Wheels.

Much has been said and written as to the relative merits of wagons equipped with low, wide tired wheels and those with high, narrow wheels. It has been the source of many a wordy argument round the stove in the village store and many a long discussion in the implement warehouse, very often with a good deal being said on both sides of the question, and very little benefit arising out of what has been said.

There is a good deal to be said for both sides. Experience is a good thing but it is not always infallible and in cases like this cannot always be relied upon. The farmer who has taken the trouble to think upon these things (and for his own benefit and his horses' he ought to give the subject his best attention), has noticed than in some cases the high wagon seems best, while in others the low wheeled one shows its superiority.

We think it is conceded by all that for general purposes the wide tire is by far the better. The wide tire on a soft road bed is able to carry the load to better advantage. Prof. J. H. Waters, at the Missouri Experiment Station, conducted a series of experiments to determine the influence of the width of the tire upon the draft of wagons when used on various road surfaces. The wheels used were of standard height and were provided with 1½-inch and 6 inch tires. Traction dynamometers were used to register the number of pounds of

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WINNIPEG, MAN.

draft required to draw a load weighing in all one ton. The dynamometer is an instrument on the principle of a pair of scales placed between the source of power—in this case the horses, and the wagon. The traction dynamometer is a transmission dynamometer. The power is not absorbed in the recording but is transmitted to the vehicle drawn. The record of draft is made on a strip of paper, which passes under a needle carrying a pen point, whose position is determined by the pull. The height of the pen above the base line is proportionate to the pull in pounds. The results of Prof. Waters' experiments are tabulated below.

Description of Road Surface.		
Broken stone road—Hard, smooth, no dust	121	98
Gravel road—Hard and smooth	182	134
Gravel road—Wet, loose sand, 1 to 2½ in. deep	246	254
Earth road loam, dry dust 2 to 3 in. deep	90	106
Earth road loam, dry and hard, no dust	149	109
Earth road loam, stiff mud dry on top, spongy underneath	497	307
Earth road loam, clay, sloppy mud 3 to 4 in., hard below	286	406
Earth road loam, clay, stiff, deep mud	825	551
Plowed land, harrowed smooth and compact	466	323

The reduction of draft is apparent in every case with the exception of but two, but the difference is very slight and we need not enlarge upon it. In addition to this reduction of draft there is another benefit which proceeds from the use of the wide-tired wheels. There is less tendency for the wheel to cut and destroy the road, and this gain cannot be over-estimated.

We have shown conclusive evidence of the superiority of the wide tire, so we will pass on to the next step: the influence of the height of the wheel upon the draft.

Further experiments with the dynamometer as a registering agent with high, narrow tired wheels and low, wide tired wheels were made over all kinds of roads from macadam to stubble field, and the result has always been in favor of the low wheels with wide tires. In some cases the low wheeled wagon carried not quite one-fifth more than the other with the same pull, and in many cases it carried half as much again.

As for surmounting obstacles; the height of a wheel influences the rolling resistance in that a wheel of large diameter will pass over an obstruction with less power, as the time in which the load is lifted is lengthened. On the other hand the high wheels raise the tongue and doubletrees so that the horses are drawing horizontally, and when an obstruction is encountered the wheels must either push through it, break it down, or else add so much to the horizontal drag on the horses that sufficient energy may be expended in a vertical direction to lift the load over the obstruction.

In the case of a low wheeled wagon the doubletrees being below the source of power, the horses exert an upward as well as a forward pull. This upward pull helps the wheels to ride over the obstacle with less power. For example, take an instance like that of a man trying to wheel a buggy or a wagon over the door sill of his barn or shed. Moving at the rate a heavy load travels, he often finds it impossible to get the vehicle over the sill without giving it a little start or lifting the front end a little. Then it goes easily enough.

When considering the question of light and heavy draft the horses are the motive and after we have considered how best to make their load lighter we may turn to ourselves. Again we have cause to thank the inventor of the low, handy wagon. The low wagon saves half the lift; the top, or heaviest half, in handling the load. It is a noticeable saving both in time and labor. It not only enables a man to work longer without tiring, and handle his load quicker, but it does much towards reducing the possibility of overstraining himself, and causing, perhaps serious results.

So it is that the low, wide-tired handy wagon has come to stay. It is a great saver of time and labor, the ease with which the change from grain-box to hay-rack is effected and vice versa, together with the saving of labor in loading are qualities which have placed the low wheeled wagon among the most necessary articles of the farm equipment.

The Railway Commission in the West.

It is the intention of the Railway Commission to make a trip to the Pacific coast during October. Sittings will be held as follows: Winnipeg, October 11; Brandon, Oct. 13; Regina, Oct. 14; Saskatoon, Oct. 15; Prince Albert, Oct. 16; Edmonton, Oct. 20; Calgary, Oct. 22; Vancouver, Oct. 27; Victoria, Oct. 29; and at Nelson and Lethbridge at later dates. Assistant Chairman Scott will preside at these sittings.

New Buggy Tire.

A new idea in steel buggy tires is said to be under test by the Parry people, of Indianapolis, Ind. It consists of four corrugations running the length of the tire, and it is claimed that it will hold the wheel in better shape than will the flat tire at present in use. It is attached to the rim of the wheel in the ordinary manner.

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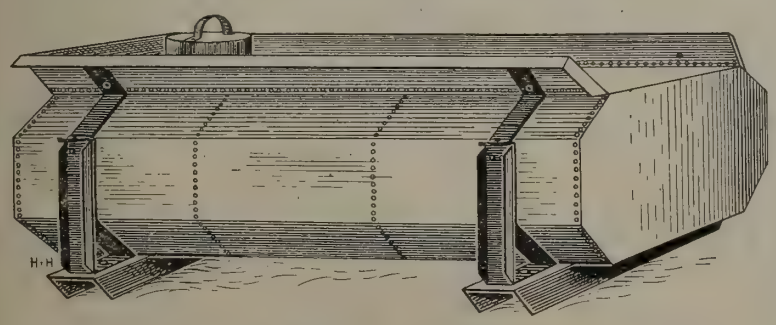

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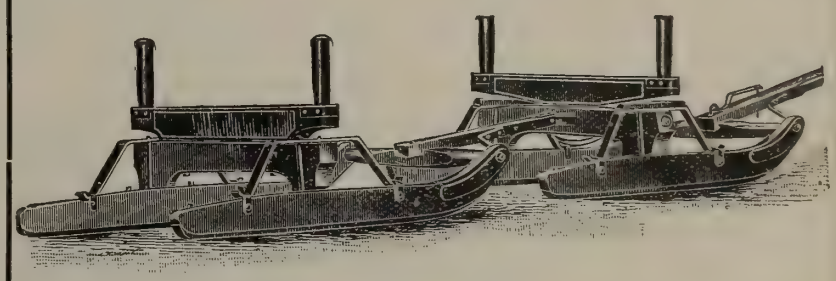

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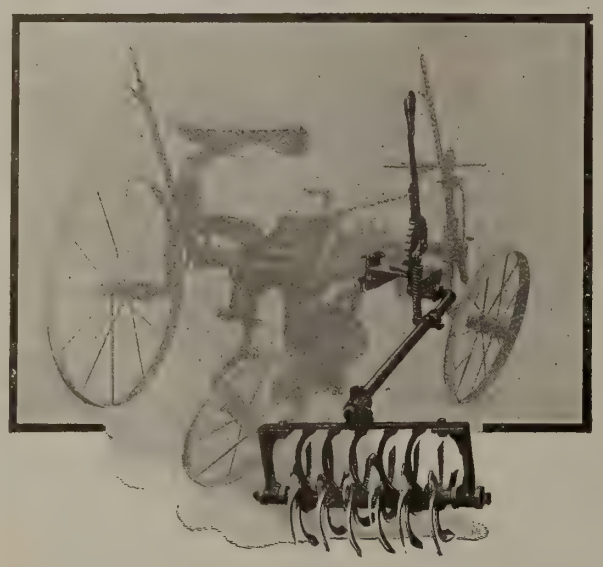


—if you want the best

IF you're on the watch for ready sellers—sure profit winners—**goods that sell and stay sold—read this.**

Because here is the best implement of its kind—the

Racine Rotary Harrow Attachment for Plows

—a low-priced farm necessity that is forging to the front at a record-breaking pace.

And it's getting along toward "the last call for exclusive agencies." Territory is going fast. We're represented by the best jobbers in the country—conservative firms that won't trifle with experiments. Live dealers everywhere are dropping into line. Are **you** going to let the other fellow "beat you to it?"

HUNDREDS of Racine Rotary Harrow attachments are in use to-day—all over the country, and every last one has made good. We've had no come-backs—no complaints of any sort.

We didn't expect any. The Racine Rotary is so very simple and so unmistakably right in principle that it couldn't be other than a big success.

Naturally, competitors have tried to belittle us. No doubt they'll try it again, and try harder, after this season is over.

Let 'em knock. We know, and a steadily-growing bunch of dealers know, that the Racine Rotary does better work than any other harrow attachment.

Hundreds of farmers know it too, from actual experience, and we are going to pass along the message to thousands upon thousands of other farmers, through ads in the representative farm papers—papers that reach the best class of trade in your vicinity.

There's good business waiting for you now—and the demand is growing stronger every month. Your order to-day will bring this profit to your pocket—and it will do a lot more. **If you're not already too late**, it will secure for you the exclusive agency for the top-notch implement in a field of really wonderful possibilities.

A STRAIGHT TALK ON THE CURVED BLADE.

As illustrated, the cutting blades of the Racine Rotary are curved. They cut throughout their full length—**not simply at the point.** They're clog-proof too, and positively will not wind as they rise perpendicularly as they leave the ground. Instead of simply cutting the trash and litter and dragging it around to the surface as do ordinary blades, the Racine Rotary buries it well under the soil and packs and smooths the land, keeping in the moisture and leaving no ridges. The Racine Rotary enables the farmer to put his ground in perfect condition for seeding, leaving it as level as a barn floor.

"Look for the Curved Blade."

RACINE ECONOMY SPRING CO.

RACINE, WISCONSIN.

HARMER IMPLEMENT COMPANY

WINNIPEG, MANITOBA.

Agents for Western Canada.

Distribution from Winnipeg, Calgary, Regina.

Dairy Industry of Denmark.

From U.S. Consular Trade Report.

The following report concerning the manner in which the milk supply and the manufacture of butter are conducted and protected in Denmark is furnished by Secretary of Legation Charles Richardson, of Copenhagen.

The Copenhagen Milk Supply Company was started in 1878 by some of the foremost medical authorities of that city. At present the company is supplied with milk from about 40 farms, situated within a radius of from 16 to 18 miles. Over 5,000 gallons of milk arrive daily by rail. The ice storehouse alone can hold 3,000 tons of ice.

The most rigid provisions as to feeding and management of cows are enforced by the company. In order to secure a uniform temperature of milk special milking cans are provided. They are cylindrical in shape and fitted with hollow, globular bottoms packed with ice and salt, upon which surface the milk falls. The milk must be delivered in cans furnished by the company, once or twice daily, at the nearest railway station. Veterinary surgeons employed by the company make fortnightly inspections of all farms, and the tuberculin test is insisted upon. Any cow declared by the surgeon to be suffering from tuberculosis must be immediately removed from the herd. Inspectors also pay regular visits to insure that there is strict conformity with the rules, and special dairymaids are engaged whose business it is to visit the farms and enforce the prescribed milking conditions. In short, supervision is pushed to the greatest extent in order to guarantee a pure and uniform milk supply.

TREATMENT OF THE MILK ON ARRIVAL.

The milk is brought into the dairy about 9 o'clock at night, the morning's supply having been skimmed and kept all day in an ice room. On its arrival the milk is weighed, its temperature taken, and if this should be over 8 degrees C. it is rejected and the contracting farm is warned of this defect and receives no compensation. If the temperature test is satisfactory, the milk is tested by a skilled dairymaid and an analysis of its percentage of

butter fat is taken. The next process is that of filtering. The milk is poured through gravel layers into a storage tank, whence it is drawn off and bottled. The filter and tanks are changed daily. The milk is drawn off into glass bottles, corked by a mechanical process, and the bottles are sealed and tied down with thread. The business of drawing off the milk, bottling and tying down the corks is done entirely by women in spotlessly clean white dresses and caps. The bottles are then put into racks, packed in ice for the night, and distributed in the company's vans early next morning. The filtering and bottling of the cream is carried on in the same way.

The cleansing of the milk cans is an important feature. The cans are first sprayed with cold water, then they are thoroughly scrubbed inside and out with hot water and soda. They are then fixed on a slanting wheel, which revolves slowly through a bath of lime water, and finally sterilized, which is effected by spraying with steam jets. The bottles do not go through quite the same process. They are merely washed with soda and water, and the inside is cleansed by means of a mechanically worked revolving brush and rinsed out with cold water. They do not appear to undergo any form of sterilization

All profits exceeding 5 per cent. go towards reducing the price of milk which is sold to charitable institutions, such as creches, homes, etc. The price paid to the farmers who supply the company with milk is between 16 and 18 cents a gallon, and the sale prices of the milk are 4⅓ cents a quart for whole milk, 2½ cents for half-skimmed milk, and 6 cents for pasteurized milk for infants.

BUTTER MANUFACTURE.

Denmark exports to Great Britain over $48,600,000 worth of butter yearly, and though it is well known that the success of export trade rests largely upon the economic working of its co-operative principle, the realization of what co-operative dairying means is not fully impressed upon our minds until we are brought face to face with a practical instance. Trifolium Dairy, the largest co-operative dairy, uses about 77,000 pounds of milk daily, and the output of butter varies from twelve to fourteen tons a week. Special vans owned by the association, whose members consist chiefly of the large farmers, collect the milk from a radius of about twelve miles. The milk arrives at the dairy between the hours of 7 and 11 in the morning; most of it passes immediately through a separator, but a certain amount is set aside to be used with the separator milk for the production of cheese.

Pasteurizers involving a temperature of 176 degrees F., and refrigerators are attached to each separator, of which there are six in daily use, the separated cream passing through to storage vats, where it remains for 24 hours before being churned into butter. The separated milk is conveyed by pipes into the cheese vats, in which the process of agitating the curded milk is entirely manual. Most of the cheese goes to Germany, but a certain proportion is sold in Denmark.

Women are chiefly employed in the buttermaking department. Their wages vary from $4.08 to $9.12, with board and lodging, a month. The butter is worked partly by hand, both before and after it passes under the circular wooden butter presses. It is then packed either in 6-pound boxes or in casks holding 110 pounds, and placed in cooling rooms, with insulated roofs, for two days. Here, as in all milk-supply companies and dairies in Denmark, there is a large stock of ice, and all the dairy utensils undergo a systematic and thorough cleansing each day. The Danish milk is not considered as rich as milk obtained from Jersey cows.

The number of cows in Denmark in 1903 was 1,066,698, of which somewhat less than 900,000 were on farms delivering milk to the co-operative dairies.

In the Trifolium Dairy power separators are used. The machinery is almost invariably supplied with steam-driven centrifugal machines, and has one or more separators and pasteurizers, according to the amount of milk dealt with.

PRIVATE AND CO-OPERATIVE DAIRIES

The kind of organization employed in Denmark is mainly co-operative. In 1907 there were in all about 1,085, with 158,170 members. As a rule, the members are bound to the enterprise for a period of 10 years. The capital required to start an average Danish creamery, of which there were 1,345 in 1908, varies from $5,532 to $8,290.

The price of milk depends upon its proportion of butter fat, but the average price paid to the farmer is about 12 cents a gallon. This is the price in country districts, but, as has already been stated, the Copenhagen Milk Company pays a higher rate. With regard to the skimmed milk, buttermilk, or by-product, it may be said that nothing is wasted, for that which is not retained for cheese-making purposes is sold at a very low price to the farmer for pig feed.

Automobile Route Book.

From The Studebaker Automobile Co., of South Bend, Ind., we have just received a 146-page Route Book, which gives many popular routes between the larger cities in the Central States.

Several routes are given between South Bend, Chicago, Indianapolis, Grand Rapids, Detroit, Toledo, Cleveland, Ft. Wayne and many other cities. South Bend, the home of the great Studebaker Works, is the center of all these routes, and on a direct line with most of the above named cities.

The routes given in this book were gone over and mapped out this spring by an expert representative of the Studebaker Company, and all data given therein are up-to-date.

This route book is probably the best of its kind ever printed in the U.S., giving as it does, maps of each route, also total mileage and intermediate mileage on every route.

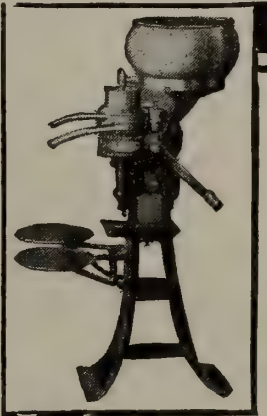
There is also much information valuable to tourists. Every cross road, railroad, bridge—in fact all detailed matter of this nature, is mentioned throughout each route. Other valuable information, such as where gasoline can be secured; also information regarding hotel accommodation in all cities included in the various routes, is given.

A number of different routes are given between South Bend and Chicago. A large map in the back of the book, shows the complete routes in detail.

The route books are all very clearly printed on paper of weather resisting qualities and bound in a flexible linen back cover.

Anyone desiring a copy will be furnished with one on request.

All inquiries for this popular route book should be addressed to the Route Dept., Studebaker Automobile Co., South Bend, Indiana, U.S.A.



AGENCY FOR

De Laval Cream Separators

By this sign know all dairymen the dealer who takes thought for his own prestige and the permanent satisfaction of his customer.

The New Improved De Laval Separator wins on appearance alone, while back of this stands every sterling quality which has made the **De Laval** standard of the world.

There is always open territory for the best dealers.

The De Laval Separator Co.

WINNIPEG

Montreal **Vancouver**

COCKSHUTT ENGINE GANG

Work done at Winnipeg Motor Competition by Gold Medal Winner in Steam Engine Class, using Cockshutt Engine Gang.

Winnipeg Agricultural Motor Competition, 1909

Winner of Gold Medal in Class "D" (Steam Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Gold Medal in Class "B" (Medium Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Silver Medal in Class "C" (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "A" (Light Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "B" (Medium Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "C" (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in breaking.
Winner of Bronze Medal in Class "D" (Steam Engine Class) used Cockshutt Engine Gang in breaking.

The purchaser of an engine made by the winner of the Gold Medal in class "C," after following up the work of the different engine gangs in the contest, immediately gave us his order for a Cockshutt Engine Gang, with breaker and stubble bottoms, to be used with his new engine, although the engine he purchased had used a different make of engine gang during the contest.

The strong straight beams of the Cockshutt, and the independent adjustment and operation of each bottom enabled it to carry off all the honors. The Cockshutt furrows were of uniform depth and width, and were laid over perfectly; the beautiful, even, straight work done elicited the strongest admiration of all spectators.

An effort has been made to compare the draft of the different plows used. To any one who attended the contest this effort is very apparently unfair, as some of the outfits worked in sod and others in land which was plowed last season. The dynamometers were used on some outfits in one kind of land, and on others in another kind; also the depth of plowing varied greatly, some engine men wishing to show heavy draft at the draw bar and wishing to break deep and do good work, so that the draw bar pull and good plowing would go to the credit of the engine against the fuel used. Others wished to plow thinner, so as to make a better appearance in the number of bottoms used and to keep down fuel consumption. Everyone connected with the contest knows that the draw bar pull was only recorded to affect the scoring of each engine in the matter of fuel consumption. To prove absolutely that there is nothing on which to base a comparison in the matter of the draft of the plows used, we refer the reader to the Official Table of Judges' Records. It will be seen that the draft per 14 in. bottom varied greatly with all makes of engine gangs used. For instance the draw bar pull on the engine gangs of another firm varied from 550 (entry No. 6, Class "B") to 875 (entry No. 3, Class "C") per 14 in. bottom. Our own make varied almost as much. We mention this not to take advantage of the facts, but to show that comparison of draft as far as the plows were concerned is useless.

If there is anything in draft comparisons remember this:

The two Cockshutt Engine Gangs used in the Steam Engine Class plowed with 123 and 127 lbs. coal per acre, whereas the other two of another make took 135 and 143 lbs. coal per acre. All four outfits were working side by side in the same kind of sod. The two outfits with Cockshutt Engine Gangs attached (though using less bottoms respectively) plowed at the rate of 17⅛ and 18 minutes per acre in hard sod; the other two at the rate of 17⅝ and 23¾ minutes per acre. The Cockshutt Engine Gangs were turned and handled easily at the ends and gave no trouble of any kind. The work done by these two outfits, using Cockshutt Engine Gangs, was admitted by all spectators to be far superior to anything else in the contest.

Cockshutt Engine Gangs are operated by one man only.
Ask any one of 700 users whether that is not true.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

THE RECOGNIZED LEADER

Work done at Winnipeg Motor Competition by Bronze Medal Winner in Steam Engine Class, using Cockshutt Engine Gang.

Brandon Agricultural Motor Competition, 1909

Winner of Gold Medal in Class " B " (Medium Gasoline Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Gold Medal in Class " C " (Heavy Gasoline Engine Class) used Cockshutt Engine Gang in Stubble,
Winner of Gold Medal in Class " D " (Heavy Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Gold Medal in Class " E " (Light Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Silver Medal in Class " D " (Heavy Steam Engine Class) used Cockshutt Engine Gang in Stubble.
Winner of Silver Medal in Class " E " (Light Steam Engine Class) used Cockshutt Engine Gang in Stubble .

The purchaser of the Gasoline Engine which took the Gold Medal in class "C" at Brandon immediately gave us his order for a Cockshutt ten-furrow engine gang, fitted with stubble bottoms and swivel rolling colters, after following up the work done by the different makes of engine gangs in stubble plowing at Brandon. The Cockshutt work satisfied the most critical. The ground was left level and the straw was covered perfectly.

Winnipeg Competition

We have never claimed or represented that the Medals were given for plows. Everyone knows that the competition was for engines. But we do claim, and have proved conclusively that the superior quality of the work of Cockshutt Engine Gangs is recognized the world over by farmers and by the steam and gasoline traction engine manufacturers of England, the United States and Canada. Their knowledge of the faultless work of Cockshutt Engine Gangs, in both breaking and stubble, led practically all the competing engine manufacturers to apply for our Engine Gangs to be used with their engines in the plowing tests. The demands on us were so great that we were unable to supply plows to all who applied for them. This is not an exaggeration. We have the letters to prove it. Besides this we wished other manufacturers of Engine Gangs to be represented so the superiority of our own, side by side, could be shown.

Quality of Work

Some reference has been made to the quality of work done. All spectators know that the work done with our Engine Gangs was vastly superior to anything else in the contest; but for the benefit of those who were not present we reproduce herewith photographs of actual work done at the Winnipeg Competition by Cockshutt Engine Gangs. We can also reproduce photographs of the plowing done by another make, side by side, which is decidedly inferior, but we hesitate to make invidious comparisons. It is only necessary for us to establish that our own work was perfect and all that could be desired.

Besides our 6, 7, 8, 10 and 12 furrow Engine Gangs for stubble, fitted with adjustable gauge wheels and swivel rolling colters, we now also manufacture and have in stock a New Light Five-furrow Independent Beam Engine Gang brought out for special use with small gasoline tractors.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

Sold.

What a satisfaction it is, after a long fight against competitors for the sale of a machine which both you and they handle, to be able to bring forth evidence to prove your claims and then to be able to say "SOLD."

Often, when you have done your utmost to convince your customer of the utility and strength of the machine you have been speaking of, say a farm tractor, he still wavers. He admits the force of your arguments *but*—and that little word *almost* loses you the sale. *Almost,* for the purchaser is still open to conviction, and the merest trifle, the smallest bit of impersonal evidence, endorsing your statement, would have thrown the order your way.

It does not pay to take chances in business nowadays and it is up to you to see that these trifles are there when wanted, and the chain of evidence complete.

As a rule, most dealers are accustomed to follow the same line of reasoning, and the arguments that you bring to bear on a customer have probably been used already by "the other fellow." An innovation, then, into your plan of action would readily attract the wavering one, and a novel method of demonstrating the reliability of your machine, and one that would give him a favorable impression, would at the critical moment be of inestimable value.

There are many of these small selling aids, but we will mention just one. Suppose you take a Kodak, if you can use one, and get out into the country to the farms which are equipped with your tractors. Then make a few snap-shots of the machine under actual working conditions. Photographs taken in this way will carry more weight in an argument than those taken by a professional photographer, for the reason that the dealer, with his intimate knowledge of the machine, is more likely to get in those details which will appeal most to the prospective buyer than is a photographer whose sole aim is to make a first class photo. For instance, a dealer who had adopted this plan called at a farm where a gasoline engine was in use. The farmer's son was hauling oats from the granary to the barn, and as the intervening ground was very soft and muddy, the tractor was naturally covered with mud, visual evidence of the fact that it was working under adverse conditions. On the visitor making known his errand the driver wished to take the machine over to the pump and wash off the mud "so that it would look nice," but this, of course, would have spoiled the object of the dealer, which was to obtain a picture which could be shown to a customer who was dubious as to the ability of a farm tractor to do its work under just such conditions as this one was working.

The object of all this is that the dealer should make a point of taking a Kodak with him in his travels and of taking snap-shots of machines—such as he has for sale—making good when conditions were against them. These can usually be put to advantage, for a customer is more likely to put faith in photographs on the farms of people he knows than on illustrations sent out by the manufacturers. In these later days photo-faking is easy to a professional photographer but a snap-shot taken in the locality by an amateur leaves practically no doubt as to its authenticity.

A Straw-Band Binder.

It has long been the dream of harvest machine men to have a self-binding mechanism that would successfully bind bundles with straw band instead of twine or wire. Such a machine is now believed to be possible through the efforts of Albert Izor, of Indianapolis, and the financial backing given him by August Kiefer.

Fourteen years ago the Brown Straw Binder Company was organized in Indianapolis to experiment on an invention by a man after whom the company was named. Brown thought he had the correct idea, but he failed to work it out and disposed of his interest in the company about seven years ago. Albert Izor has been the president of the company the past 14 years and has given much of his time and thought to the invention. It is due to H. A. Hancock's inventive and mechanical ability that the present machine has been perfected. He took charge of the work four years ago and met many failures, but now thinks he has triumphed at last. It is a peculiar coincidence in that it took fourteen years to develop the twine binder and the same for the straw binder. Straw binder apparatus can be adapted to any of the standard makes of machines and, it is said, does not make the machine any more expensive.

The apparatus is simple. The straw comes on to a conveyor to be formed into a bundle as usual with twine binders. After enough straw has been received, the pressure releases a trip which starts the twister. This mechanism grasps enough to encircle a bundle once and a half. It takes the band from the butt end of the bundle and does not waste any grain. The knotter grasps the band after it is twisted and twists the ends into a knot. The next operation is by the "tucker," which tucks the twisted ends under the band, completing the operation. The knot is similar to the one used in binding by hand, but is tighter and more uniform. —American Union Press.

Wilkinson Handy Truck

The above illustration shows the very best and strongest Handy Truck made in Canada.

Made of bone-dry material, with full hounds both in front and rear.

Well ironed. Has 3¼ inch arm and 3 inch tire.

Thoroughly made. Well painted. Price right.

Send for some.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS

WINNIPEG CANADA

O.K. Canadian Two Horse
ELEVATOR DIGGER

Satisfaction Guaranteed.

Catalogue for the asking.

Write for prices and terms to-day

CANADIAN POTATO MACHINERY CO. LTD., GALT, ONTARIO

Copyright, 1909, by International Harvester Company of America.

I.H.C. "Prospy"

A Delightful Allegory.

One of the most unique and interesting booklets on farm machines ever printed has just been issued by the International Harvester Company of America.

We have never seen anything more novel and original than this charming story, told in rhyme and beautifully colored pictures. It is a sort of modern fable which introduces a fairy-like being who calls himself "Prospy" the Herald of "Prosperity."

"Prospy" is a Son of the Soil, a wonderfully constituted little individual, born of Sunshine, Rain and Fertile Soil. He appears before Farmer Brown with a body of yellow corn, a headdress of red clover, bedecked with oats and alfalfa, carrying a long spear of wheat in one hand and a golden shield in the other. Strapped to his back is a supply of timothy arrows.

The book is entitled "Glimpses of Thrift-Land," and from the start is on the border-line between the ideal and the real, notwithstanding the fact that it is dealing with so staid and substantial a subject as farm implements.

As the story goes, Farmer Brown is engaged in making hay when suddenly there appears a mysterious character of military bearing, made up of corn, wheat, oats, alfalfa, etc., who announces that he is the Genius of Farm Thrift or "Prosperity," called "Prospy" for short. He tells Farmer Brown that his home is in the earth, but that he is charged with the high mission of pointing the way to better conditions in farm life, and asks the farmer to accompany him.

"Wouldst have a glimpse
Of Thrift-Land fair—
The smiling land
With promise rare?
Take my right hand,
Your eyes shall see
Less toil and true
Prosperity."

The farmer consents and they go together to the realm of "Thrift-Land," where they meet another farmer who has made a fortune on his farm of ideal surroundings and who imparts to them the secrets of his great success. This takes them step by step over the whole range of farm machines and their necessity in getting best results from the farms.

It is a fascinating little story, very beautifully illustrated, and breathes the spirit of farm progress all the way through. We know our readers will be interested, both in the story and the moral it points. A copy may be had by writing for it to the International Harvester Company of America, Chicago, U.S.A.

The Company has also designed and has ready for distribution a beautiful monogram tie pin in gold, silver and bronze finish, suitable for the coat, scarf, etc. Or you can have the same thing in a lapel button. One of these presents will be mailed to any reader of this paper who writes for it and who names one or more persons who is likely to be a buyer of a Cream Separator, Manure Spreader, Gasoline Engine, Wagon, Feed Grinder, Hay Press, Auto Buggy or Disk Harrow. You can write for the pin or lapel button when you write for "Glimpses of Thrift-Land." Both are sent post-paid. Don't forget to mention a possible buyer of a farm machine or implement, or I. H. C. dealers who require a limited number of these buttons and stick-pins for distribution should address:

"Prosperity," care International Harvester Company of America, Room 264 Harvester Building, Chicago, Ill.

Plant of the Virden Manufacturing Co. at Virden, Man., manufacturers of the Whiteford Justice Thresher Measure

Queen of The Track.

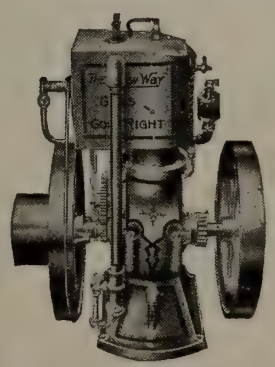
A new world's trotting mark was set at Cleveland, O., on August 25th by Hamburg Belle. The event was a two-in-three heat affair between this game little daughter of Axworthy, and Uhlan. In the first heat this newly crowned queen stepped off the mile in 2.01¼ and the second heat in 2.01¾, these being the two fastest miles ever made in a trotting race. After the race she was bought by H. M. Hanna, of Cleveland, O., for $50,000. She will meet Uhlan in a second two-in-three heat affair at Readville on September 3rd. If Uhlan wins on that occasion a third race is to be trotted, probably at Lexington, Ky., to settle the trotting supremacy.

Railway Expansion.

A special G.T.P. train has recently made the trip from Winnipeg to Edmonton (a distance of 790 miles) in an actual running time of under 29 hours.

This year is destined to stand out rather conspicuously in the annals of the ever-spreading growth of the railroad systems, which are spreading, many-branched, over Western Canada, like great steel vines ever throwing out extensions. The G.T.P. will be in Edmonton early this Fall. The C.P.R. will also connect up with Wetaskiwin this Fall, thereby securing a direct line between Winnipeg and Edmonton. The great Lethbridge viaduct and the extension from Weyburn are among the other C.P.R. works of construction which will be finished this year; and the total of this year's new construction by the Canadian Northern will amount to some four hundred miles. The crop outlook is of the best. Surely this is in every way a great growing year for Western Canada.

"New Way" Air Cooled . . . Gasoline Engines



3½ h.p. "New Way"
It's all in the picture.
No water or gasoline tank.

Made in two sizes, 3½ h.p. single cylinder and 7 h.p. double cylinder opposed engines.

Guaranteed to operate equally well in hot or cold weather.

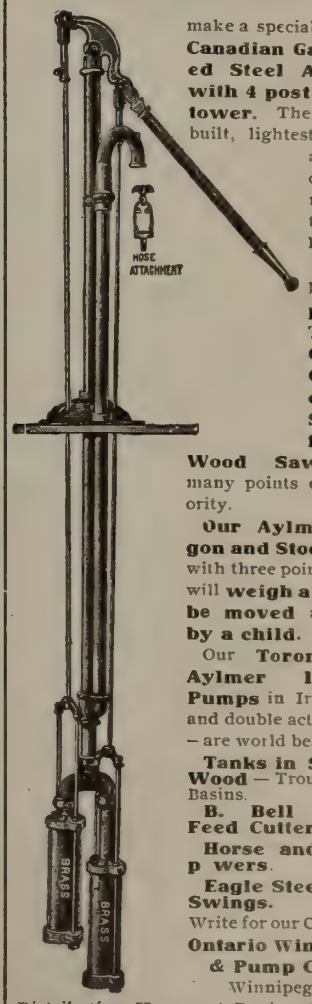
LIVE AGENTS WANTED

WRITE US FOR PROPOSITION

The Gasoline Engine Supply Co.
36 MAIN ST., WINNIPEG.

We also carry a full line of supplies for Gasoline Engines and Motor Boats.

THE ONTARIO WIND ENGINE & PUMP CO.



make a specialty of the **Canadian Galvanised Steel Airmotor with 4 post trussed tower.** The strongest built, lightest running and most durable mill on the market.

Our new line **Simplex and Toronto Grain Grinders** and **Steel frame Wood Saws** have many points of superiority.

Our Aylmer Wagon and Stock Scale with three point bearing will **weigh a ton, can be moved** anywhere **by a child.**

Our **Toronto** and **Aylmer line** of **Pumps** in Iron, Wood and double acting styles — are world beaters.

Tanks in Steel or Wood — Troughs and Basins.

B. Bell & Son Feed Cutters.

Horse and Tread p wers.

Eagle Steel Lawn Swings.

Write for our Catalogues

Ontario Wind Engine & Pump Co., Ltd.;
Winnipeg, Man.

Distributing Houses at Regina, Saskatoon, High River, Wetaskiwin and Edmonton.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING
WINNIPEG - - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year Single copies Five Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA.

SEPTEMBER, 1909

Begin Now.

The prevailing high prices of wheat, the ever increasing demand for it, and the fact that the world does not seem to be producing enough of it, are sufficient assurances that every Western Canadian farmer will exert himself to increase his wheat acreage, and by better cultivation and more intensive farming will take a pride in his work, and his desire to excel will stimulate him to try to get the greatest possible yield per acre. The construction of hundreds of new grain elevators and thousands of miles of railroad, together with the influx of settlers at the rate of several thousand a month, will result in an annual increased wheat acreage of hundreds of thousands. The uncertainty of getting grain harvested and marketed at the proper time no longer exists, thanks to the wide-awake business enterprise of our implement manufacturers, jobbers and dealers.

Now is the time, while the farmer is busy harvesting and marketing, to begin to arrange for the Fall and Spring seeding machines. Most dealers probably appreciate this, and no doubt most of them have their attention called to it by manufacturers and jobbers, but it is not a matter to be passed over lightly. It is true that it will be some months before the farmer will be ready to buy a drill for spring seeding, but you cannot wait till he gets ready to seed and comes in of his own accord to get a drill and other necessaries. If you do you will have had no idea how to make your purchases. Perhaps you will have over-stocked and will have to carry over. Perhaps you will have under estimated the demand and your customers will have to go elsewhere. Possibly you will have bought too many of some kinds of machines and not enough of others.

Now, nothing is more obvious than these facts: You can't afford to lose money by carrying an over-stock, and you can't afford to lose trade, by not having the goods.

Although the farmer has plenty of time to find out what he will want and where he can buy it, you have no more time than you will need to ascertain what a hundred farmers will want and be able to pay for, and to arrange the best purchase terms and all details to meet the demand. To be exactly informed as to what each individual customer will want, is to save time and increase sales. It should be made a matter of study and a careful record kept. This will enable you to begin your campaign as soon as the last bushel is threshed.

A Customer and a Friend.

Is your appreciation of a customer measured by the amount of profit you can make out of the article you are selling him? Do you study him to calculate how much you can stick on the regular price without his suspecting it?

Is it a sale you want or a customer?

If the former, just charge him an exhorbitant price for something that he doesn't know much about. Later you will find out your mistake. No business can be run on single sales, and you are unlikely to get any more orders from that particular purchaser. There are hundreds of people in the world today who are living in hopes of pointing out to some mistaken individual that he has been stung, and sooner or later he will find out the compliment you paid to his discrimination, and the loss will be yours.

On the other hand, if you are looking for a permanent customer, one who will wait until your stock comes in, if you do not happen to have the article he wants, and who will stand by you when the other fellow cuts into the price, let him once feel that you have a personal interest in him—a real interest; one not measured by his orders and his dollars—and you in return will win a friend and customer who will help you to build up a permanent business.

Intellect and Labor.

"A ton of steel, when made into hair-springs, is worth $7,000,000; more than twelve times its weight in gold."

To us, who are not accustomed to purchase watch-springs in such quantities, the price seems enormous. It is just the same kind of metal from which main-springs are made. Yet no one would care to buy main-springs at the same cost per ton as hair-springs. Suppose a ton of main-springs cost $700,000. You could not buy a ton of hair-springs for $700,000. And yet the material is the same. How, then, can we account for this remarkable range in values?

The answer to this query, we sum up in three words:—"Intellect and labor." A certain amount of intellect and labor will convert a ton of steel into cutlery with a higher value. More intellect, more labor; and another ton of the same metal is transformed into main-springs, worth many times the value of the original metal. Still more intellect, still more labor; and another ton of the same class of steel is transformed into hair-springs, with a fabulous increase in value.

The value of an article, then, is briefly; cost of material, plus cost of production, plus profit. The cost of selling is here included and it is, of course, understood that the percentage of profit must include a percentage on cost of both material and production, as well as maintenance.

We have all met the man who wants 'hair-springs" at "watch-spring" prices. The farmer who wants to buy a a new wagon and to whom we show our stock, which contains several different makes and grades. Two wagons strike his fancy, one blue, the other green. The blue one is is priced at $75, the green $90. "Wal, he kinder likes the green one best, but as far as he can see there wuz no reason fur chargin' fifteen dollars extra for a little green paint." To this customer we point out that the difference in price is due to the superior workmanship, finish and materials in the green one. This the farmer considers bunkum and he goes away with the blue wagon, wondering at our nerve in trying to get him to pay $15 for a little green paint, and chuckling to himself as he thinks that he has got the better of the bargain. Some time afterwards he wonders whatever possessed him to get that shabby-looking wagon, when he could have got a green one like Jones did, which still looks as good as new, for an additional $15.

Novel Advertising.

It seems as though, like the poor, the Pictorial post-card we shall always have with us. It is being utilised in nearly every walk of life, and the advertiser is not the last to take it up as a medium of transmitting his information to the people most interested in his business. There can be no possible reason, therefore, why the implement dealer should not use it as a means of informing his customers that he has in stock something which he wishes to bring particularly before their notice.

There are so many varied ways of using the pictorial post-card in this manner that it is difficult to decide which will give the best results. So many are obviously advertisements and are consigned to the wastepaper basket as soon as received. On the other hand a neat, attractive card is, to use a quotation "a thing of beauty and a joy forever," and as such is valued for its artistic merit. It is not only looked at by the recipient, but it is shown to the whole family and to the neighbors and visitors.

As to the type of card that would be the most effective it would depend on the particular

type of machine you wish to bring to the special notice of the people about you.

We will presume that you wish to call the farmers' attention to one of the gasoline engines you are handling. First, secure a good photograph of an actual scene which shows the machine in operation, preferably on a farm in your own district. Then have a half-tone cut made, of a size sufficient to leave an inch margin on one side of the card. In this give the name of the field, owner of the machine and any other particulars you may deem necessary. Then in small type (so that the card will not appear like an advertisement) state that you sold it (providing you did) and give your name and address.

Let Your Light So Shine.

We are living in a age of light. This bustling, hurrying world of ours has no use for darkness. The dark ages are rapidly passing away, and a new era of enlightenment and progress is dawning upon us. Men of science and invention, men of thought and intellect, are gradually lifting the pall which descended on the world when Adam fell.

We see the mighty change on every hand. Where once was gathering gloom a light like the bright noonday falls upon the still throbbing city. Our forefathers closed the day's work with the setting sun. We stride on in the march of progress when the sun has long sunk to rest. Our forefathers, taking their part in the early march, sought to increase their business by paying the town crier to call out to all and sundry that they had merchandise for sale. Our fathers, wiser in their generation erected bill-boards, which, resplendent with brightly colored posters told the world that a keen business man was seeking its acquaintance and, incidentally, its business. From dawn to dark these silent salesmen gave their message to all who passed.

Then the pressure of the world's business demanded that the hours of labor should be lengthened to accommodate the ever-increasing demand, and the merchants looked around for some means to carry this message to those who passed by night. Thus the electric sign came into being, and whenever there was any to see, the message was there to be seen.

Increasing competition demanded a means of reaching the man who was far too busy to look at the posters or gaze at sky-signs. The posters and sky-signs were useful to those who lived in the city and passed often, but the majority of the merchant's customers live away from the city. Then the means to reach these became the problem and after many trials the merchant came to the conclusion that journal advertising was the best. One has only to look at the page of a modern journal to see that the people who are succeeding in the business world are the people who advertise. Every prominent manufacturer is represented in the trade journal which gives to the people whom he wants to get in touch with the information he wishes them to have.

As for the cost; the man who does not advertise because it costs money should quit paying rent for the same reason.

To learn the best medium for advertising just ask the following questions of the publisher of the paper you wish to advertise in:—

Just what field does the paper cover?

What is the purchasing power of the field?

What phase of the business of that field does the paper treat?

Who are sought as subscribers?

What proportion of the estimated possible subscribers are actually getting the paper?

How ably is the paper edited?

The New Franco-Canadian Tariff.

Awaiting the formal confirmation of our Parliament, the new Franco-Canadian Tariff Treaty has been ratified at Paris. As may be supposed, it is the source of numerous comments both at Washington, and among the manufacturers, jobbers and brokers of the United States, for it gives a great advantage to Canadian products over American.

By the new Treaty, Canada secures the benefit of the minimum tariff on her French exports of Farm Machinery, etc., while the United States still remains under the old Tariff. The difference between the two rates is considerable, and means a benefit to Canada of $3.86 per mower, $4.82 per reaper, $1.93 per hay rake and $8.20 per binder, with a like difference in favor of Canada on Plows, Cultivators and all other Farm Implements.

In 1907 there were 81,000 Harvesting machines sold in France and it is estimated that of these 58,000 were made in the United States and 11,000 were of British, that is to say, chiefly Canadian, manfacture.

The new Tariff, however will increase the Canadian portion of this exportation, for it gives Canadian manufacturers an immense advantage over those of the States, as a glance at the foregoing figures will show.

Not only will this be the case with Farm machinery, but there is a considerable list of vegetables, minerals and manufactured products which will also benefit by the new Tariff. Among these are machine tools, electrical motors and generators and fixtures of many varied types.

Several American companies, however, having Canadian plants will benefit by the new Tariff, as they will export to France from their Canadian factories. There are about 150 of these firms, the largest being the International Harvester Company of America, who are located at Hamilton, Ont. Their plant gives employment to between three and four thousand men. As far as can be ascertained the American capital invested in branch factories in Canada amounts to $175,000,000.

So far as these companies are concerned, we doubt if it will materially change their export arrangements, as practically all of them export from Canada because of our more favorable tariffs with foreign countries.

What is Your Head Worth.

A man is worth about a dollar and a half a day from his head down; there is no limit to what his head is worth. Make yours as valuable as possible. Put good information in it, information that will be useful to you in your business. Our paper is full of it, and if it does not contain the particular information you are looking for, write us, we will be pleased to get you the information you desire.

Money talks, but it frequently goes without saying.

Personals.

A new implement business has opened at Phippen, Sask., by W. Olsen.

Mr. J. G. Lewke opened a new implement business in Drake, Sask.

We learn that Miller & Douglas, of Strome, Alta., have been succeeded in the implement business by Miller & Davidson.

W. V. Lindeburgh, of Punnichy, Sask., has sold his implement business to McCulloch & Gunn.

Mr. C. N. Cracknell, Windthorst, Sask., has been succeeded by Mr. Barton in the implement business.

Mr. Fred. Young, of Young, Sask., has taken over the implement business of J. J. N. Currie & Co.

The implement buiness of Murcheson & Co., of Fairlight, Sask., has been taken over by Burgess & Cowan.

Hoben & Beatty's, Beausejour, Man., implement business has been taken over by Mr. G. M. Huntley.

Geo. Erb, western manager of the Watrous Engine Works Co., is spending a month's vacation at the coast.

Thomas Wadge, manager of the Hero Manufacturing Co., has just returned from a two weeks' trip to the south.

Mr. M. Leavens & Son, of Welwyn, Sask., have purchased the hardware and implement business formerly owned by E. Webster.

Mr. Z. K. Carson, manager of the P. & O. Canadian Plow Co., has just returned from a trip through the West in the interests of his company.

Mr. J. G. Nicholson, of Nicholson & Murphy, Saskatoon, has joined the road staff of the Gray-Campbell Co. His headquarters will be at Saskatoon.

Mr. J. P. Murphy, who has been on the road staff of the Ontario Wind Engine & Pump Co., has gone into the local implement transferring and jobbing trade at Saskatoon.

Mr. D. Drehmer, the assistant manager of the John Deere Plow Co., has just returned from Moline, Ill., where he attended a convention of the Branch House Managers of Deere & Co.

Mr. H. Baker, the assistant manager of the Manitoba branch

of the Massey-Harris Co., has just returned from his vacation, during which he visited Seattle Fair, stopping en route at Laggan and Banff.

The road staff of the American Seeding Machine Co. has been augmented by J. G. Preston, who will make Saskatoon his headquarters. Mr. Preston has for a number of years travelled for the Perrin Plow Company.

Mr. D. H. Hackney, the western manager of the Raymond Mfg. Co., has just returned from a visit to the factory which extended over a couple of weeks. This is Mr. Hackney's annual trip and was made in connection with the 1910 business.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently made a trip to Brantford, Ont., where the head office and factory of his company are situated. We understand that Mr. Mott is placing his estimates for 1910.

Mr. C. C. Macdonald, who is an old timer in Western Canada, having been Dairy Superintendent for a number of years and latterly doing a commission business in the city, has gone on the road for the Ontario Wind Engine & Pump Co., in Saskatchewan.

The Ontario Wind Engine & Pump Co. report a large sale of the Kinnard-Haines "Flower City" gasoline engines. It is said that one of these engines rated at 30-h.p. threshed 3,600 bushels of oats in 10 hours. This took place on the farm of Mr. A. W. Turner, Portage la Prairie, Man.

Mr. F. W. O'Connell, or, as the trade prefers to call him "Kentucky Bob," who was formerly with the American Seeding Machine Co., has succeeded J. P. Murphy as travelling representative of the Ontario Wind Engine & Pump Co., in Northern Saskatchewan, with headquarters at Saskatoon.

W. G. Parsons, who has been general traveller for the McLachlan Carriage Co., has just severed his connection with that concern. He has accepted a position with the American-European Realty Exchange, Ltd., as eastern organizer, a recently formed association of real estate men.

The Canadian Potato Machinery Company, of Galt, Ont., a half-tone of whose factory appears elsewhere in this issue, have just shipped a carload of their O.K. Potato Diggers to Winnipeg for distribution throughout the West. The consignees are Messrs. Johnston & Scott, who are the Winnipeg representatives of this firm.

Mr. L. P. Windslow, formerly sales manager of the Ontario Wind Engine & Pump Co., who was forced to resign his position owing to ill health, has returned in enjoyment of good health. He has now joined the road staff of the Ontario Wind Engine & Pump Co., covering a portion of Alberta, with headquarters at Calgary. Mr. Windslow was previously the sales manager for the United States Wind Engine & Pump Co., a position which he held for years.

R. H. Newman, who is the sales manager of Norman & Co., implement dealers of Adelaide, S. Australia, left that city on July 30th for a tour in Canada. He visited Brandon and Winnipeg and then proceeded to Toronto. From there he will go to Smith's Falls and Montreal. He then leaves for New York, visiting Chicago, Springfield, Ohio; Washington and Philadelphia. He returns via Vancouver and expects to reach home by December 1st. He is making this trip entirely in the interests of his company, with the object of visiting the implement factories of this country and the States, acquiring new ideas and seeking new goods that are likely to have a market in the home territory.

Will Canadian Carriage Manufacturers Combine?

We understand that there has been a movement on foot to merge the Canadian Carriage Companies into one huge concern with a capital of $4,000,000, the bond issue being $2,000,000.

It was expected that Canadian manufacturers representing over 80 per cent. of the vehicles manufactured in the Dominion would join the combine.

Considerable headway with the organization had been made, when for some unexplained reason, the work was brought to a standstill and it is not now known whether negotiations will be completed or not.

For our own part we think that the proposed combination will not be an altogether unmixed evil. During the five years that we have been publishing this paper we have had on an average at least one enquiry per month from United States carriage and vehicle builders and jobbers for information respecting the possibility of establishing a connection in this territory and for particulars re Canadian duty on vehicles imported from the United States.

Thus, even though it were impossible to bring sufficient pressure to bear upon the Dominion Government to cause a reduction in the tariff on American made vehicles, the fact that one Canadian company controlled say 80 per cent. of the Canadian made vehicles would stimulate the ever watchful American manufacturers to establish branch factories in Canada to take care of our trade, which they consider of importance second only to their own.

International Harvester Co. takes over P. & O. Canadian Business.

From time to time vague rumours have been afloat regarding the negotiations that were said to be proceeding between the International Harvester Co. and the Parlin & Orendorff Co. for the control and sale by the International Harvester Co. of the P. & O. line of farm implements in Canada.

We are now fully assured that arrangements have been made between these two companies which will give the International Harvester Co. the control and sale of this line in Western Canada.

We believe that the new arrangements go into force about the first of next month, and from then on the P. & O. line will be handled in this territory by the International Harvester Co.

Carriage Manufacturers Meet.

A meeting of the carriage manufacturers of the United States was held in Chicago on August 3rd. About seventy per cent. of the U. S. Carriage Builders were represented and views were exchanged upon the present and future aspects of the carriage industry.

After some discussion it was evident from the drift of the remarks that an increase in price must be made to meet the increased cost of labor and material. No attempt was made to fix the advanced price but from the views expressed by those present the advance would not be less than 10 per cent.

THE RIGHT OF WAY

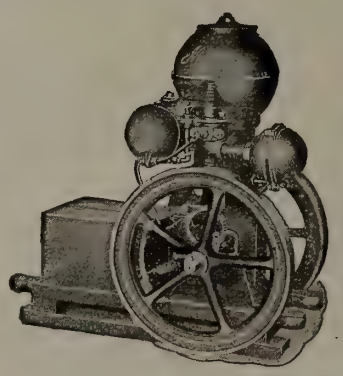
That forward movement so much desired by dealers with progressive aims is a reality among those connected with the Manitoba line.

We hold the proper lever on the business—

Let us reverse the condition that has drawn you backward, and take you fast and straight ahead—no stops—no sidetracks. The importance of our schedule gives US the right of way.

The Manitoba Line.—Gasoline Engines, vertical and horizontal, two to 25 H.P., water or oil cooled, hit and miss, stationary, semi-portable, portable, threshing — Windmills, pumping and power, feed mills, wood saws, pumps, tanks, cylinders, etc.

The agency is available in some sections and valuable in all—Hook on, Mr. Dealer.



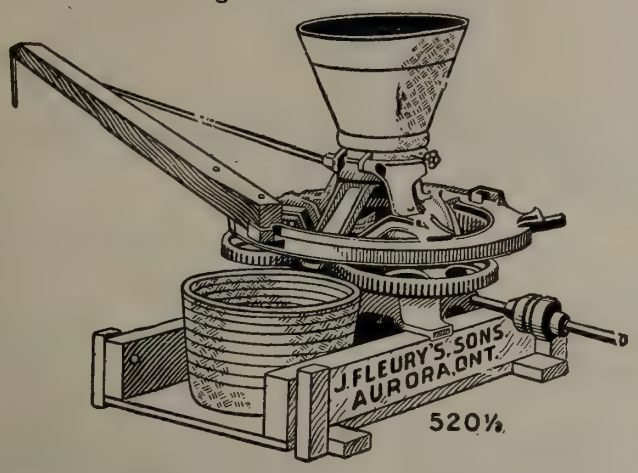
7 H. P. Hopper-cooled Vertical Portable Engine

THE MANITOBA WINDMILL & PUMP CO., LTD.

BRANDON, MAN., AND CALGARY, ALTA.

The Famous "RAPID-EASY" and GOOD LUCK GRINDERS

The Largest Line Made in Canada.



In **sizes** and **styles** (patterns) adapted to all powers—Tread or Sweep Power, Windmill, Gas or Steam Engine.

More work, of best quality, with **same power** than by any other grinders.

GOOD LUCK POWER AND GRINDER

SPECIALLY ADAPTED TO FARMERS' WORK

Construction and Finish **perfect.**
Thousands in use and giving highest satisfaction.
The best is **cheapest;** an **inferior** machine is **dear** at **any price.**
YOU want only the best.
We also have a full line of Straw Cutters, Horse Powers, Wood Saws, etc.

The Fosston Grain Cleaner

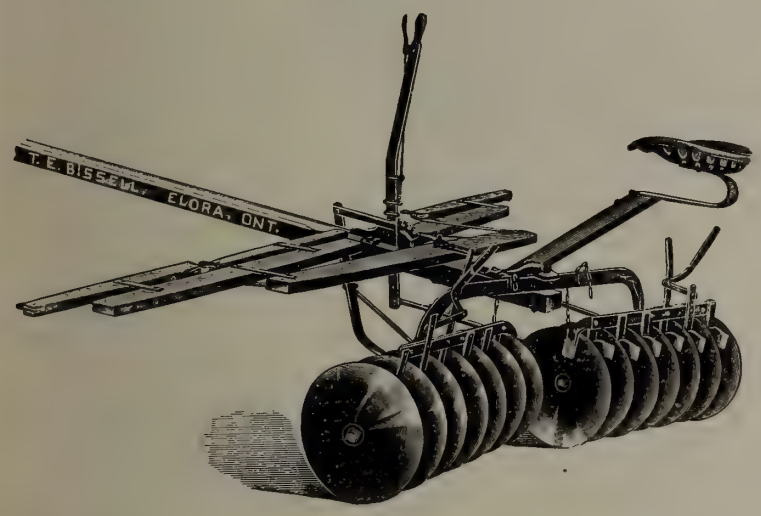
is the Grain Cleaner Your Trade wants

Here are Fosston Facts

The only **Patented Feed Device**—which allows grain in Machine only when running—Feeds full width of sieves.

A **Patented Gang** for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

A **Bottom Screen** thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Bagger can be attached in five minutes.



Genuine Bissell Disc Harrow

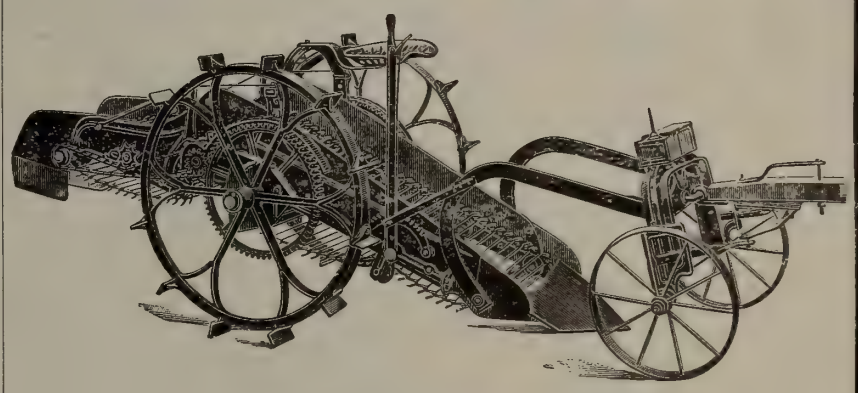
THE Disc that Farmers want. **Some good features are**—CORRECT BALANCE—Stays down at its work, does not buckle, bind and hump up in the center.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The HITCH is well back, the seat projects at the rear of frame; no weight on necks.

Dowden Potato Harvester



DOWDEN POTATO DIGGER

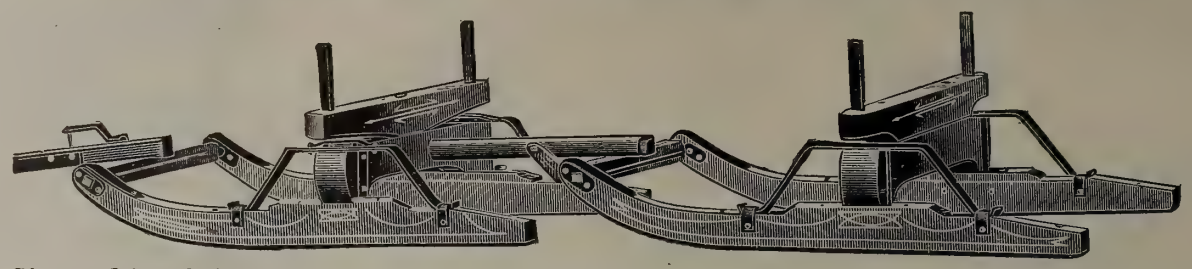
The Digger that works where other diggers fail—the digger that takes every potato out of stiff lands, clay, grass mud, weeds and stones, as well as clean lands. One enthusiastic owner of a Dowden writes us about its perfect work in grass and weeds four to six feet tall. We have hundreds of such reports on file. Let us show them to you. In some crops the Dowden digger actually pays for itself in the potatoes it saves. Write for the Dowden Book. It will tell you how this machine is made so strong that a break need never be feared, and so simple that a boy can run it. Drop us a postal to-day. The book will come right back, so will our catalogue prices and full particulars.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

FARM SLEIGHS



Made in Three Sizes: 2 in., 2½ in., and 3 in. Runners with Steel Shoes and 2 in. and 2½ in., Runners with Cast Shoes
Our Logging Sleigh is made with 3 in. Steel Shoes, 5 ft. Bolsters, and heavy Cross Chains.
These Sleighs are built right and made from A 1 material.

The Brockville Line of Cutters

No. 210 SPRING PORTLAND

The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit :—

GEARS—
- XXX hickory knees and beams.
- Steel braces and steel channel shoes.
- Shifting rod on detachable bar shafts.

BODIES—
- White ash frames.
- Three-ply dash, back and side panels.
- Panels glued and screwed to frame.

TRIMMING—
- Best grade plush or wood dyed cloth.
- Spring backs (removable).
- Spring cushions.

NICKEL PLATING ON BRASS. ***GUARANTEED NOT TO RUST.***

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

Van Brunt Single Disc Drills

The Machines of Quality

Highest achievements in modern seeding methods. Discs run light and smooth and do not clog. Bearings will not wear out. Require only one or two oilings each season. Puts all seed across the bottom of furrows. Covers it all at a uniform depth.

A Van Brunt Agency is a Good Deal

Van Brunt Drills Do Not Clog in The Field or in the Warehouse

INSURE YOUR SALES. That is what we do for Van Brunt Agents. We authorize you to sell these Drills with this positive WARRANTY: They will not clog or choke up in gumbo, trash or mud, and will do a first-class job of seeding in any soil capable of being seeded.

NEW DEAL WAGON

NEW-DEAL WAGON

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust proof, therefore will hold grease longer and run easier than others.

Skeins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear both front and rear.

Box is made flax tight.

NEW-DEAL WAGON

Spring seat, with 3-leaf springs (not single leaf).

Steel bolster stake plates on side of box.

Neckyoke 48 in. long, (not 42 in.)

Has trussed tongue, cannot break or warp.

Has channel iron reach really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

WRITE FOR CATALOGUE GIVING FULL DESCRIPTION.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

High Praise For Gasoline Traction Engine.

The gasoline traction engine is a live subject of interest and its merits are much under discussion among dealers and farmers today. It is certain that it has come to stay but the possibilities of its use, the varied utilities to which it may be turned to account in the next few years, can hardly be grasped by the average mind.

Like all new ideas it has its enemies and detractors—those who cannot see any future for it. All the same we venture the belief that it will not be long until the bulk of the hauling in agricultural districts will be done by gasoline tractors.

Farm Implement News has the following very suggestive paragraph on gasoline engines: "Everything has its day, so let us again consider the gasoline traction engine, and see why it is the coming engine. First, because it cuts the expense of operation down one-half, and is so simple in construction that any intelligent person can operate one very successfully in any place. Seeing is believing. I saw a gasoline traction engine at Fargo, N. Dakota; the operator said: 'Pull up that string of loaded cars.' He did it, much to the surprise of everyone. Again near Gardner I saw a man with the same type of engine pulling two triple gang plows at an expense for fuel of but $6 for twenty acres of plowing."

The gasoline traction engine will go a long way toward solving labor difficulties. It will make the farmer more independent of hired help. Reliable farm help is each year becoming more difficult to secure and higher priced.

The fact is that the time is at hand when the farmer to handle his business successfully must economise on farm labor. The gasoline engine enables one man to do the work of three or four and any man who is possessed of common average horse sense can run a gasoline engine. As before stated, we can hardly realize all the uses to which it may be put during the coming years. It is evident that it can profitably be used for any stationary work on the farm, such as sawing, pumping, threshing, crushing and that it can be equally useful for plowing, cultivating, seeding and hauling a string of loaded wagons to market—thus doing the work of several men and teams.

It would seem that the day may not be so far distant when teaming with horses will be as obsolete as teaming with oxen or reaping with a cradle is in Western Canada today. The farmer of the twentieth century will be a man of brains, who will do practically all his work with machinery. The backwoods "Rube" is already a curiosity.

Tries out New Binder.

Field trials of a self-binder harvester invented by Lindley Clank, of Greenfield, Ind., have recently been made. It is thought the machine will revolutionize the business. It carries the grain to the binder without the customary elevator and canvas. The grain is carried just as it is cut by means of an endless chain up to the binding apparatus, where it is bound as with other machines and thrown out. The trials were witnessed by a large company of men, including Julian H. Pitkin, of the International Harvester Co.

The machine consists of a sickle and sickle-bar, but instead of a platform has a wall three feet high, six inches behind the sickle. This wall has three endless conveyor chains carrying fingers, which pass around the wall over the sprocket wheels and catch the grain as it is cut, passing it into an upright position to the binder, which is also upright. In front of this wall are small springs which hold the grain against the wall for the conveyors, and so perfectly does it do the work that it does not leave a head of grain.

Farmers say that a machine has never been invented that would land all the grain on the platform regardless of its tangled condition, but this machine appeared to take anything the sickles cut and bind it, no matter what its condition.

Some of the advantages claimed for the machine are that it will lessen the cost of each machine $14, can be run with two horses instead of three as now required, and be handled easier in every way. In the cost of canvas it will save the farmer $30 to $45 during the life of a binder. The trials were made on the farm of George W. Parker, near Greenfield.—Farm Machinery.

Canada's Greatest Market.

As yet only a small share of the British market for farm produce is supplied by Canada.

In the twelve months ending May of this year, Britain imported 20,000,000 cwt. of barley—none of which was supplied by Canada. Half was bought in Russia.

Britain imported 14,000,000 cwt. of oats—Canada supplied only 18,000. Russia sent 4,500,000.

Britain bought 86,000,000 cwt. of wheat. Canada sent 14,800,000 and the United States 13,000,000; Argentina 27,000,000.

Of wheat flour, Britain bought 11,000,000 hundred weight, Canada supplied 1,771,000, and the United States 7,750,000.

Of cured fish, Britain required 1,080,000 cwt. Canada sent 170,000; Norway 185,000; Portugal 132,000 and the United States 206,000.

The British people imported 4,000,000 cwt. of butter, only 5,000 from Canada but 1,850,000 from Denmark; 650,000 from Russia; 400,000 from Germany and about 600,000 from Australasia.

Canada is ahead in cheese, supplying Britain with 1,526,800 cwt., or two-thirds of the whole requirement.

British imports of bacon are 5,000,000 cwt. of which 890,000 go from Canada, 2,000,000 from Denmark, and a little more than that from the United States. The United States ship to Britain more than three times the quantity of hams that are sent by Canada.

There is nothing in the world to prevent Canada capturing a much larger share of the British markets. If the people are enterprising and the government sees that the freight rates are reasonable this may yet come to pass.

Reputation.

In these later years there has been an increased demand for farm implements with a reputation for good quality and endurance. The implement of a generation ago which was made to sell, is fast passing away into the limbo of forgotten things. Purchasers nowadays demand more than a nice appearance and the dealer's assurance of reliability—they want more than so-called guaranties, they want the manufacturer's reputation. The chief factor in the sale of an implement, a vehicle or an automobile is the maker's reputation. Canadian builders have learnt this lesson and will never forget it. They find that poor work is dangerous, and in their own interests they are obliged to cut out inferior materials and shoddy workmanship and substitute better grade material and high grade workmanship. There was a time when cheap implements and vehicles were a necessity. Then, fewer acres could be cultivated and the transportation and marketing of crops were more difficult. Then, dollars were few and necessities many, and the farmer had to make his little recompense go as far as was humanly possible and cut expenses and purchases down to the lowest sum.

But now a wave of prosperity is sweeping over the land bringing a time of plenty. The farmer no longer has need to ask for long credits but can afford to pick and choose from the dealer's stock. He has found that the lowest priced machine is not always the cheapest, and he insists that as he is willing to pay a good price the dealer ought to be willing to supply a reliable article. As to the proof of its being reliable, the only way is to purchase from the same maker whose products he or his friends have already purchased and tested. Thus it is that the reputation of the manufacturer whose line the dealer carries is of such vital interest to the dealer's success in building up a business.

The Electric Era.

The uses of electricity are extending to every branch of commerce. We understand that a car-load of pig iron was delivered to a local factory in Redding, Cal., which had been smelted by electricity. No coal, coke or blast were used in the process, proving that iron ore deposits anywhere in the world need no longer be unworked. The iron in question, which was the first car-load thus smelted is pronounced to be of the finest quality for melting.

THERE IS ONE BEST DRILL FOR SMALL GRAIN SEEDING

Every farmer who has had the experience, agrees that a fair comparison places the choice on

TIGER DRILLS

The points of superiority in construction and operation are so obvious that no dealer or farmer can fail to note them at once.

Tiger Drills are therefore the easiest to sell. In fact simply showing them is sufficient.

Fifty years of improvement along the lines of the practical farmers' demands have kept the TIGER at the front.

There's a **Tiger** for every purpose.

We have a most favorable offer for a sole agent in your locality.

Write us.

The J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

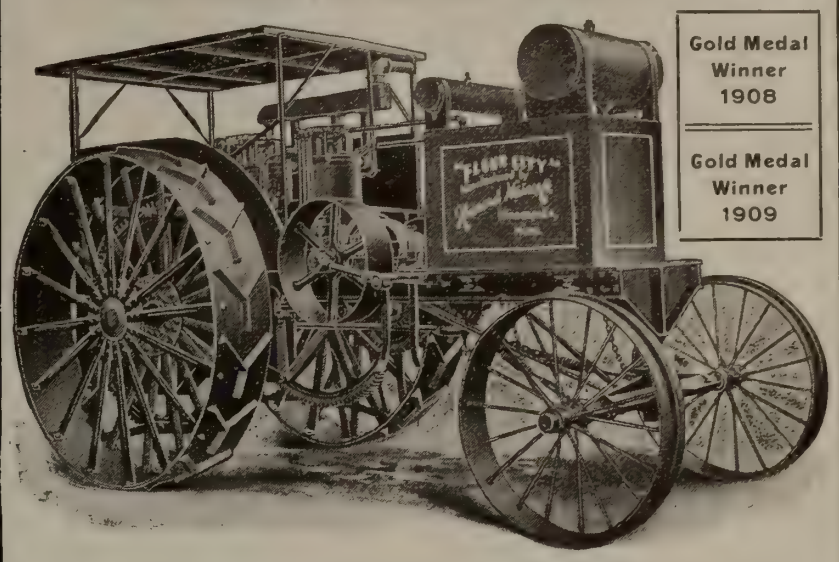
STEWART-NELSON CO. LTD, Distributing Agents,

WINNIPEG, MANITOBA

A TWICE TOLD TALE

THE "FLOUR CITY" TRACTOR

WINS AGAIN in the MOTOR CONTEST



In the International Motor Contest held at Winnipeg, Man., from July 7th to 17th, 1909, the **Gold Medal was again awarded** the "Flour City" Tractor.

The "Flour City" is a four cylinder, four cycle engine of the most modern design and construction, with the multiple cylinders and large diameter drive wheels, we have developed a tractor of maximum power with minimum weight, which is a desirable feature in a general farm engine.

The winning of the **Gold Medal in 1908 and again in 1909** speaks volumes and should be convincing evidence to prospective purchasers, that the "Flour City" Tractor is **The Best.**

CATALOGUE SENT ON APPLICATION

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

or Dominion Sales Agents:

Ontario Wind Engine & Pump Co. Ltd.,

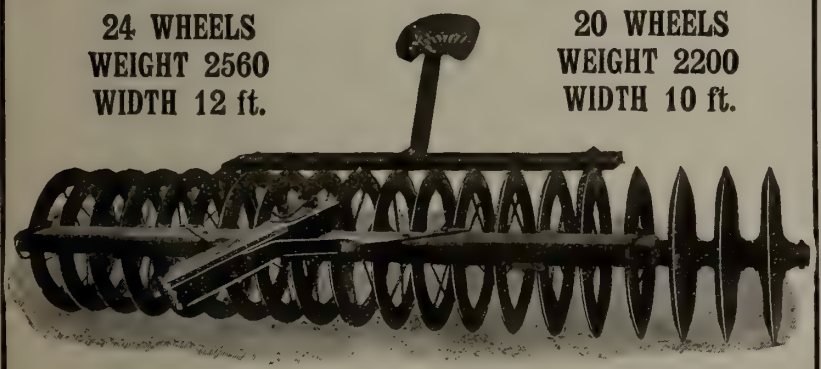
WINNIPEG TORONTO

. . THE FULTON . .

Improved Sub-Surface Packer

24 WHEELS
WEIGHT 2560
WIDTH 12 ft.

20 WHEELS
WEIGHT 2200
WIDTH 10 ft.



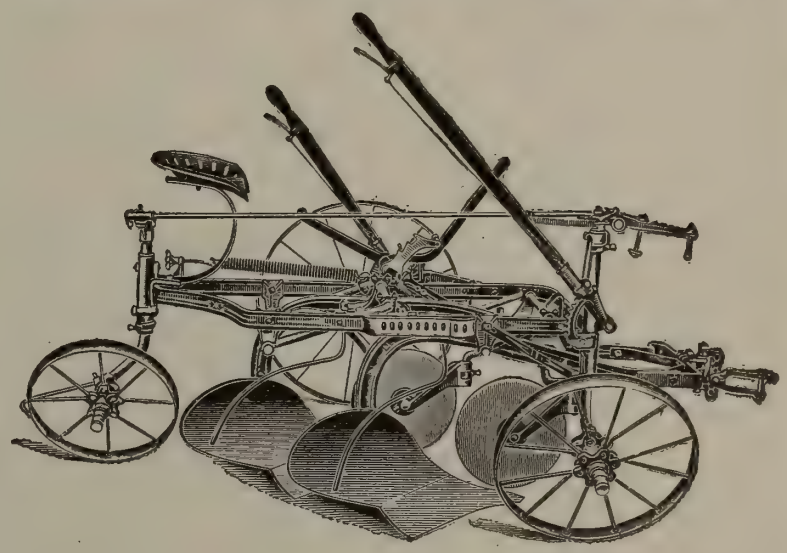
Patented June 29th, 1909 Manufactured in Winnipeg

Several hundreds of Western Canada's most progressive farmers have purchased and are using this implement, and the result from fitting the soil with it has proved to them, beyond a question of doubt, that a stratum of well-packed soil several inches thick will produce a better crop than soil that is not packed at all, or only slightly packed on the surface. Catalog and testimonials furnished. Get our prices before purchasing packers of any make. We can save you money.

The Sub-Surface Packer Co. Ltd.

WINNIPEG MANITOBA

NEW ECLIPSE PLOWS



Every one of your customers know the "New Eclipse Line." These Plows are well advertised in the Farm Papers.

This helps you to sell. Not only that but the Plows themselves "make good" all that our ads. say about them.

The exclusive features, such as Patent Self Locking Device—High Carbon Steel Frames—Heavy Beams—and Patent Wheels—all help you in selling.

Send for catalogue of

"The Perfection of all Riding Plows"

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents, WINNIPEG.

Care of Farm Machinery.

Implement dealers of Western Canada know that the scrap heaps on the farms of perhaps half of the farmers in this territory are made up of implements and machines which, with care and proper housing, would have lasted twice as long as they did.

At first thought, one would not be inclined to blame him when he consoles himself with the reflection; "Oh, well, it's the farmers' own funeral." But is it?

Think the matter over, and you will find that this neglect concerns not only the farmer, but you and every other business man in your community,

The farmer by neglect loses $1000 in ten years, which by care and a small expense he could have saved. With this money, in addition to improving his credit is it not reasonable to suppose he would have bought additional machinery and vehicles, so that the actual loss of business to the implement dealer would be small in comparison to the gain resultant from the general improvement in credits.

To our mind, this would more than compensate the dealer for the loss of the sales of new implements to replace those which had gone to the junk pile through negligence in taking care of them.

Under the caption "Care of Farm Machinery" a recent issue of the Farmer's Advocate states as follows:

The professor of mechanics in an American agricultural college has estimated that a grain binder on a 160-acre farm, if cared for and properly housed, will last from twelve to sixteen years; that the same binder doing the same amount of work without extra care or housing will last from five to seven years. Observation along the same line in our own country bears out the professor's estimates fairly closely. The working life of a binder on the average Western farm is not more than eight years, on some farms not more than four years.

Farm machinery represents a very large portion of the invested capital of the modern farmer. The authority quoted takes the case of two men who start farming each with $1000 invested in machinery. One man allows his implements to lie outside and has to replace practically the entire outfit at the end of five years. The other gives his ordinary care and proper shelter getting from twelve to fifteen years use from the machines. At the end of five years compound interest at five per cent. on the original investment has raised the cost of the machinery to $1,276.28, and one farmer has to invest another $1000 in a new outfit. Compound interest at the same rate on the double investment brings the total cost of machinery at the end of ten years to $2,905.17 and by this time the second outfit is not in working order and a new equipment is required. The other farmer at the end of ten years has his original outfit costing $1000, which with compound interest at five per cent., represents now a cost of $1,628.89. If it has been well cared for it may last four or five years longer, making a still greater difference between the cost of machinery for a given number of years on two farms.

It is estimated by the same authority that a serviceable implement shed, large enough to accommodate an average farm equipment, can be put up for $200. Compound interest at five per cent. on this sum for ten years brings the cost of the shed to $326.00, making the total cost for machinery and shelter for ten years $1,854.89, which leaves a balance of $1,050.28 in favor of housing machinery. And the shed perhaps is good enough for another ten years.

Proposed International Tariff Commission.

Following the establishment of International Boards of Arbitra- and the International Peace Conferences at the Hague, comes now the suggestion from France that there should be a permanent International Tariff Conference. It is thought that Great Britian might be inclined to join in such a conference, as she has more to lose by an independent tariff policy, at least so far as the U. S. is concerned, than any other nation except France. We have chosen the U. S. as an illustration, because this country is our largest and nearest customer.

To illustrate the effects of an independent tariff policy let us refer to a few items enacted in the McKinley Bill. Ontario barley was thought to be superior for malting purposes to American barley and was bought by American brewers to mix with their domestic grain. Ten million bushels annually were exported to the U. S. but the McKinley Bill raised the duty from ten cents to thirty cents a bushel and the exportation of barley from Ontario stopped at once.

In 1889 Canada shipped to the U. S. 14,000,000 dozen eggs but the McKinley Bill put a 5 cent duty on every dozen, and our egg shipment fell to 2,000 dozen. These are but examples of scores of other articles affected in the same way.

The chief industry of South Wales was the production of tinplate, and prior to 1891 it virtually supplied the world. The U. S. was the chief consumer, purchasing in the year mentioned 448,000 tons for which she paid $35,000,000. The tinplate tariff of the McKinley Bill was prohibitive, and a tinplate industry began to grow up in the U. S. Within nine years the exportation of tinplate from Wales to the U. S. decreased to about 50,000 tons, and this was brought into the country through an avoidance of the tariff by a system of rebates on re-exportation.

It is probable that France and Great Britain would gain by an International Tariff. They have watched the revision of the American tariff five times in the last fifty years. They have seen many of their industries greatly disturbed and some completely destroyed, and it is possible that these effects might have been avoided by an international conference followed by some kind of mutual agreement.

The only remedy that has so far been employed by countries suffering such losses, was to go into the tariff business also. In many cases, however, such countries injured themselves more than the aggressor because they disturbed their own industries.

Thus, the U. S. is a large exporter of raw material to Great Britain and if in order to retaliate the importing country were to tax these materials it would destroy her own manufacturing interests. Canada, however, while resenting the American tariff on barley, eggs, etc., did not retaliate by putting a prohibitive tax on American cotton goods, but let in American raw cotton free and thereby built up a cotton manufacturing industry of her own. So that the McKinley Bill which destroyed Canadian exports in many cases, built up cotton manufacturing in Canada, greatly to the detriment of the U. S. In such tariff warfare it is not the nations at large that feel the immediate effect but the individuals and the communities interested in the production of the articles taxed.

Credit Reform.

The system of excessive credit, that has been in force with Western Canadian dealers for a number of years, is one that cannot be commented upon too strongly. It means the establishment of a precedent that will take years to overcome, and the sooner steps are taken for its eradication the better. The credit system is one of the most fruitful sources of failure alike in the implement and every other line of trade, these failures are not so much the result of credit as they are of too much credit.

There will always be a certain amount of credit so long as men sell goods; especially so when they sell to a class of men like farmers who are only able to realize the profits of their work at long intervals. The ideal business state, however, is one in which cash is paid and received for everything bought and sold. It may not be possible to attain to this state in its perfection, but it should be the ambition of business men everywhere to get as near to a cash basis as possible.

Some dealers will extend the terms of payment for goods to two years and even up to four in some instances. It does not require great perception to see what a losing proposition this must be, even though the farmer pays interest on the amount of the bill for extended credit. The amount of business capital, represented by the cost of the article or articles sold, is put out of action for this unreasonable period, when it might be used to much greater advantage by being turned over in the ordinary course of business from one to four times per year. The mere amount produced by the interest a farmer pays on a long credit account is not an adequate return for the amount of capi-

tal bound up in it. It must be remembered that a dealer is not a money lender, and his capital is much more useful to him in his business than it is lying out with a farmer at an ordinary rate of interest. Dealers should carefully consider this point before coming to any long credit arrangement, in order to prevent the hampering of their business by the shortage of capital. It must also be remembered that excessive credit is equivalent to price cutting. A dealer who allows too long terms of payment cuts the price as much as he who lowers it but sells on shorter time.

From the farmer's point of view, the long credit must always be synonymous with the long price. It is the nature of things that it should be. Many farmers, while recognizing this, try to get round it as much as possible and often with a fair amount of success. We have known cases of farmers having money in the bank on which they were drawing interest; at the same time keeping their dealers out of money several months overdue, and then insisting on making payment on the same terms as if they had paid promptly. This is a practice that should be stamped out at once; the farmer receives cash for his product when he markets it, and should remember the dealer who has obliged him by waiting till after harvest. There is no excuse for the farmer who banks money in order to gain a few months' interest instead of paying his liabilities, neither is there any excuse for the dealer who encourages such practice by submitting to it. It is not treating fairly the man who pays promptly on the date arranged at the time of sale, when a dealer accepts the same price for a given article from another man who pays several months later, and will undoubtedly tell against the dealer who does it afterwards. Every customer likes to be treated on at least an equality with his neighbour, and if he finds that another farmer has obtained better terms than he in the purchase of a machine whether by a lower price or in longer terms of payment, he is bound to resent it, and his resentment will probably take the practical form of transferring his trade. This shows the necessity of adopting a fixed rule for treating all customers on an equality in the matter of credits, and basing the prices paid for the same article by everyone strictly according to the time payment is to be made. The exact relation the price of a machine bears to the time in which it is to be paid for should be accurately worked out in every case, and understood by the customer at the time of the sale. This would ensure equal treatment to every customer and encourage payment at the earliest possible moment.

The matter of credit on repairs is another branch of the business that should be brought nearer to a cash trade than at present. There is no reason why these small items should not be squared up at the end of every month. This would save a great deal of trouble to the dealer, and would also be an advantage to the farmer, inasmuch as he would have a better means of knowing whether he received all the extras charged to him than if the account was allowed to run six or eight months. Dealers should endeavor to introduce this practice where it is not already in force. It will not mean much to the farmer but will make quite a difference in the direction of quicker returns when taken over the whole.

The implement dealers of the United States show an increasing tendency to place their business nearer to the cash basis. According to a contemporary on the other side, the percentage of cash sales has made rapid strides in the last few years, and still appears to be increasing. There seems to be no reason why Western Canada dealers should not do the same. Remember that the practice of tomorrow depends largely on the education of today. Do not begin any system of doing business that you know is not sound, and will have to be discontinued at some time. Educate the farmer that it is to his advantage to pay cash or as near it as possible. The nearer you bring your business to a cash basis, the more potent a factor will it become in the prosperity of your district, and hence your own.

A well-preserved woman isn't necessarily a canned "peach."

Brandon.

Mr. E. A. Mott, general manager of the Cockshutt Plow Co.'s Winnipeg house, spent a short time here before continuing his trip through the West. He was much pleased with the outlook in this district for fall trade and collections.

On their return from the West, Mr. Robt. Gray, of W. Gray & Sons, Chatham, Ont., and Mr. Manson Campbell stayed for a short time in the city.

Mr. R. H. Newman, representative of Norman & Co., Adelaide, Australia, who are large implement dealers there, is going through the country for the purpose of getting information re improved farm machinery. While here Mr. J. C. B. Inkster took him through the Brandon farming district, an excursion which was very gratifying to him. He leaves here for Winnipeg.

Mr. J. L. Haycock, of Kingston, Ont., Dominion Twine Inspector, is here on his yearly inspection of the twine in the hands of the dealers.

Mr. J. Whitcomb, mechanical superintendent of the Frost &

GRAND TRUNK RAILWAY SYSTEM

SPECIAL SUMMER RATES

TO THE EAST

Via Port Arthur or Duluth and Northern Navigation Co. Including new steamship Hamonic, the largest and finest on the lakes. Special coaches and parlor car Sarnia wharf to London, Woodstock, Hamilton and Toronto, via Grand Trunk Railway.

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Chicago and Grand Trunk Railway, the only double track line to Eastern Canada Stop-over privileges.

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FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
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AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

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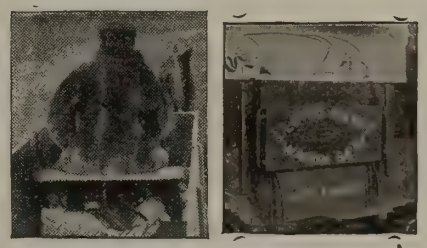
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in 50ft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in. Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinder for 1½-in. pipe.

Write at once to

PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.

Wood Co.'s factory at Smith's Falls, Ont., is a visitor in the city. He is accompanied by W. T. Litster, travelling salesman of the Frost & Wood Co. He has taken in quite a large portion of Southern Manitoba and is more than pleased with the crop prospects. He looks for increased sales in the machinery he represents. The binder and mower sales already show quite an increase over 1908.

The implement men here are making preparations for their collections, and judging from the amount of grain and its quality and price a large percentage is looked for.

Work still continues on our local gas works. The contract for digging and laying the pipes has already been placed and it is expected that the work will be in operation in the near future.

Threshing started on the Dominion Government Experimental Farm on Monday, August 30th. An I. H. C. gasoline engine has been purchased for this season, after which it will be used for plowing. A Cockshutt 5-furrow Engine Gang is the plow selected.

The first frost of the season cooled the atmosphere on Saturday night the 29th ult. One and a half degrees of frost was registered at the Experimental Farm, but owing to the fact that practically all the wheat was cut, no damage resulted.

Threshing has commenced here and the majority of the farmers will thresh out of the sheaf instead of the stook, farm labor being so difficult to obtain. As the ground is perfectly dry the wheat cannot sustain any damage unless rain comes. The wheat is full and firm and of a good color. An average of 16 bushels for wheat is looked for—but many will thresh 20 to 25 bushels.

Brandon property is steadily on the rise and is being looked for by our banking institutions. The corner of 10th and Rosser now occupied by the Hamilton Provident Loan Co. recently changed hands at $1,250 per foot. The purchasers are said to be the Royal Bank. Two other banks are seeking locations.

The Winter Fair building is to be considerably enlarged this fall by an addition of 50 feet, for the building as it now stands is far too small to meet the demands made upon it. Fifty feet has been purchased to the north of the present site and the building started at once. When the addition is completed it will be almost as large as the Guelph building. As it now stands it is the largest of its kind in the West.

The Stewart-Nelson Co., of Winnipeg, have amalgamated with the Brandon Machine Works. Mr. P. W. L. Briar, former president of the Winnipeg company has been appointed manager. Mr. Briar has had a good many years' experience in the manufacture of farm machinery and we know of no one better qualified to superintend the works. The Brandon Machine Works was organized in 1901 with an authorized capital of $125,000, the shareholders being principally in Brandon, to carry on the manufacture of steam and gasoline engines, grain picklers and land packers, and more recently steel furnaces. The Stewart-Nelson Co. has an authorized capital of $100,000; and has in the past been doing a jobbing implement trade. The controlling interest in that company is held by Mr. Briar. We wish the new concern every success.

Factory of the Canadian Potato Machinery Co., Galt, Ont.

Canadian Potato Machinery Co.

The above is an illustration of the new factory built by the Canadian Potato Machinery Co., at Galt, Ont., to manufacture a full line of potato machines to be known as the O. K. Canadian Line.

For many years past these machines, under the designation of the O. K. Champion Potato Machines have been made at the Hammond, Ind., factory of the O.K. Champion Potato Machinery Co. This concern, knowing the need of such machines in Canada, incorporated a Canadian company under the name of The Canadian Potato Machinery Co., and have built a new factory at Galt, Ont.

Under the management of Walter H. Shrieber and Philip DeBold, who have had long experience in the Hammond works, this factory was put into operation on July 1st. Several carloads of wheels, malleable and grey iron have already been received at the factory and the work is now in full swing, and turning out diggers at the rate of ten per day. This output will shortly be increased to just double the number so as to keep pace with the demand.

Machines manufactured by this company were shown at the Winnipeg, Toronto and Ottawa fairs this year and attracted much favorable comment, and many sales were made.

A catalogue showing the complete lines of this concern's manufactures has been issued and will be sent to all dealers interested upon application.

More workers and fewer knockers is what the world needs.

Incorporation of Gray-Campbell Ltd.

A new joint-stock company, with a capital of $500,000, has just been formed by the Wm. Gray Co., of Chatham, Ont., and the Manson-Campbell Co., of the same place. The new company will act as selling agents in Western Canada for the parent companies, carrying a full line of the Manson-Campbell Co.'s fanning mills, scales, kitchen cabinets, vacuum cleaners, etc. From time to time the new firm intends to add several other specialties, and we are given to understand that it is their intention to build in the near future a large new warehouse and office building at Moose Jaw, where they will carry a very large stock. They will also maintain and carry stock at the present warehouses of the two parent companies. These are located at Winnipeg, Brandon, Saskatoon, Calgary, Edmonton and Vancouver.

The company held its initial meeting at Moose Jaw on August 16th, 1909, when the following officials were elected:

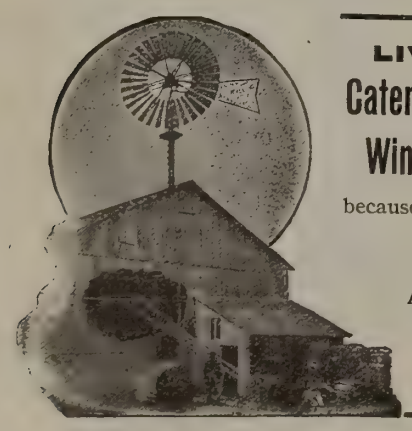
President: Manson Campbell, Chatham, Ont.

Vice-President: Robert Gray, Chatham, Ont.

Directors: Ed. Cahill, Winnipeg; Wm. Attwell, Brandon; J. H. Bunnell, Moose Jaw; J. H. Caren, Moose Jaw; J. H. Grayson, Moose Jaw; M. Campbell, Chatham; Robt. Gray, Chatham.

W. J. Hall, of Winnipeg, was appointed Sec.-Treas.; Ed. Cahill. Gen. Manager of the Company; Jno. Lindsay, of Moose Jaw, Assistant Manager.

It's more of a joke—when it's on the other fellow.



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Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines

because they are of the Highest Grade and Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,

H. CATER.....Proprietor

Brandon, Man.

Fire Destroyed our Carriage Factory

But NOT OUR BUSINESS

The Wants of our Customers will receive the same prompt attention as heretofore.

TUDHOPE, ANDERSON CO., Ltd.

Winnipeg Regina Calgary

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

Send for Catalogues.

The American Seeding-Machine Co.
Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS

Regina.

The last month has been by far the heaviest month's business that firms handling harvesting machinery of all kinds have ever experienced at this point. It is difficult, of course, to obtain definite information from any one firm as to the actual volume of business done, but from a careful estimate made it is thought that the value of harvesting machinery including threshing engines and separators, binders and binder twine, distributed through the Regina implement warehouses during the present season will exceed three million dollars. This computation includes some shipments direct from the factories to local agents, but which come within the jurisdiction of the general agents in this city. The quantity of goods handled direct through the big warehouses here has increased enormously this year, one firm stating that their increase was fully 33 per cent over last year.

During the past few weeks some of the larger warehouses have found it almost impossible to keep up with their orders, and there was also considerable congestion at the freight sheds here, but the biggest rush is over now, although a considerable number of threshing outfits will still be shipped out and sold in the district.

As indicating the amount of harvest machinery freight going out of Regina, the following figures of shipments of such freight out of Regina over the C.P.R. and C.N.R. during the last four days of last week are instructive.

Tuesday—12 through cars; 25 way cars.

Wednesday—21 through cars, 21 way cars.

Thursday—8 through cars.

Friday—10 through cars, 18 way cars.

This is a total of 51 through and 64 way cars, or 115 cars in all.

On one of the above days no less than 21 complete threshing outfits left Regina for points in the province, while on the same day six outfits reached local warehouses from the factory.

Crop conditions in this district could not well be improved upon. The weather until the last few days has been so hot that the grain ripened rapidly, so much so that the farmers found it almost impossible to keep pace with it, in consequence there may have been a little shelling but nothing to amount to much. Cutting of wheat stubble crops and oats commenced about August 16th and was general by August 23rd. Some of the heaviest of the summer fallow will not be ready to cut until about September 1st, but in this district cutting will be very nearly finished by September 4th.

The sample should be excellent. A few farmers, as always happens, got nervous and cut rather on the green side, and this may shrink a bit, but most of the wheat was dead ripe when it was cut. There will be a big yield of oats and a very large quantity in the country as the percentage of increase of acreage was considerably greater in oats than in any other grains.

All the farmers should certainly be able to meet their payments promptly this fall, with the exception of a few who have suffered by the hail. These latter certainly deserve the hearty sympathy of every one, as there is no stroke of fortune which can be so rightly described as hard luck as the destruction of a crop by hail in such a year as this. In ninety-nine cases out of a hundred a farmer has only himself to blame for his "hard luck" but this is certainly the hundredth.

Tudhope Factory Burned.

On the afternoon of August 21st half a million dollars went up in smoke in less than two hours at Orillia, Ont., and as a result three hundred men are out of employment. Through the destruction by fire of the Tudhope Carriage and Automobile Factory, which consisted of a four story brick structure of 200 x 200 feet and three metal clad three story buildings, and an engine and boiler house, together with several small storage buildings and their lumber yards. The buildings covered two blocks in the centre of the town.

The fire started in the paint shop, it is supposed from spontaneous combustion. It was a Saturday half holiday with the men, and there were only a few hands in the factory. Half an hour after the alarm was sounded the front wall of the main building fell out, and in an hour the immense plant was practically in ruins.

Asked as to what effect the fire would have on their trade and whether the company would rebuild, Mr. J. B. Tudhope, the President of the Company stated that they had already completed arrangements for a full line of winter goods, including cutters, pleasure sleighs, etc., so that all orders would be taken care of with usual promptness. With regard to rebuilding, work would be commenced at once upon a $75,000 building, which would be equipped with modern and up-to-date machinery, and would give them a greater capacity than before the fire.

The Tudhope-Anderson Co., of Winnipeg, who control the sale of these vehicles in Western Canada say that they do not expect to be handicapped in any way by the fire. In fact they are satisfied that they will be in better shape than ever before for spring goods.

The Nation That Advertised.

The benefits of advertising were never doubted, yet some people think it a waste of money to advertise. Because the returns do not come in as fast as they would like, they think that the game is not worth the candle. On the other hand there are men of the world today who have proved time and again the true worth of the silent salesman. Whole townships, too, have not considered it beneath their dignity to advertise, and in return they are reaping a reward of popularity and population.

Not only men and towns but a great nation has found the uses of advertisement—a nation whose dignity and importance ranks with the first powers of the world—a nation which is helping in no mean manner to feed the world. For years CANADA has systematically advertised and today is reaping the benefit.

The United States did not achieve any eminence until she was advertised by King George III and George Washington. Canada, however, was indebted to no one but her own people. Not a great many years ago Britain and the United States, the two countries most interested in Canada, were amazingly ignorant of the actual position and possibilities of Canada. In fact, in one official document the British Government referred to Ontario —that wealthy, prosperous province—as "that town in Canada."

It was up to Canada, then, to remove these erroneous impressions and to show the world that she was only waiting for good men and true to build up a nation. She sought about for a means to carry this information to the world and she found it—advertising. She advertised—and the Canada of today—prosperous and progressive, stands as a lasting monument to the potent power of advertising.

Capital Doubled.

The Deere & Mansur Co., Moline, Ill., has increased its capital stock from $1,200,000 to $2,500,000. They evidently have faith in continued prosperity.

Keep Smiling.

We are in for prosperity this year. Wear that big smile and hunt up all the possibilities. Don't be like the farmer of habitual grumbling tendencies who, when his friend said, "Well, John, you have nothing to complain of this year with your forty bushel to the acre crop," remarked, "Humph, dunno, its hard on the ground."

New Land Packer Co.

W. M. Fulton, who until recently was manager of the Brandon Machine Works Co., Brandon, has just completed the organization of a joint stock company to be known as the "Sub-surface Packer Company, Ltd.," with a capital of $20,000. This concern will be located in Winnipeg and will devote itself to the manufacture and sale in Western Canada of the Fulton Improved Sub-surface Packer. This packer was formerly manufactured and sold as the Brandon Sub-surface Land Packer.

National Association Meet.

The U. S. National Association of Agrciultural Implement and Vehicle Manufacturers will hold their next annual meeting at the La Salle Hotel in Chicago, October 27th, 28th, and 29th.

TRADE MARK

The illustration presented herewith shows the trade mark which is to be placed on all International machines, implements, wagons, binder twine and repair parts. Look for it on the genuine.

WESTERN CANADIAN BRANCH HOUSES

BRANDON EDMONTON SASKATOON
CALGARY REGINA WINNIPEG

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

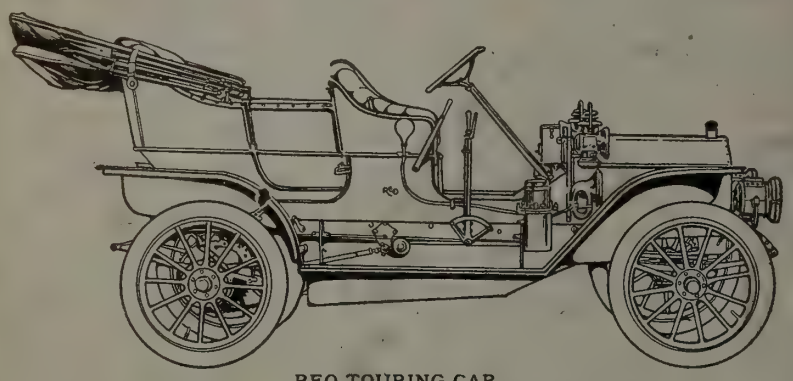
REO

The Most Reliable Car

FOR COUNTRY USE

OUR LEADERS

Oldsmobile, Model D. 1909 (40-h.p., five passengers)	$3,100.00
Cadillac "Thirty" 1909 (shaft drive, five passengers)	$2,000.00
Reo, Model A. 1909 (22-h.p., five passengers)	$1,400.00
Ford, Model J, 1909 (20-h.p., shaft drive, five passengers)	$1,100.00
Reo Runabout (10-12-h.p., 2 or 4 passengers)	$700.00



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We carry full lines of MOTOR CAR ACCESSORIES.
Prices and particulars on application.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St., WINNIPEG

THE CENTRAL CANADA INSURANCE CO.

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with
THREE PROVINCIAL
- GOVERNMENTS -

FIRE INSURANCE
All Classes of desirable risks insured

PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against Loss from Accident and Disease

Full information on application to any Local Agent or the Head Office of either Company

INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON
THE SASKATCHEWAN INSURANCE CO. REGINA
CANADA

WILKINSON WAGONS

Wilkinson Wagons are so well-known throughout the West that it almost seems unnecessary to advertise them.

At the same time it is always well to keep you reminded of the particularly good points of these wagons—you can talk them all the better.

Black Birch Hubs—never split. Seasoned Oak (second growth) spokes and felloes. Full size axles. Long Hounds, thoroughly ironed and braced. Boxes all bone dry—never warp.

The workmanship is the best—under the supervision of men who have spent a lifetime in the business.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG

DOMINION CARRIAGE CO.
LIMITED.

GENTLEMEN'S DRIVING WAGON.

TORONTO.

We want to send you particulars about

"MAPLE LEAF" LINE

of Top Buggies, Gentlemens' Driving Wagons, Road Wagons, Democrats, etc., which is above the average in Materials, High Quality and Stylish Design, Roomy and Comfortable, Handsome Finish.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:
Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

VOL. X, No. 4. WINNIPEG, MAN., OCTOBER, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

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WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey P. H. Vibert-J. S. Hiam-Assist. Inspectors.

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MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Langdon, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek, Strathmore. ONTARIO—Ft. William.

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Union Bank Building, Winnipeg.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

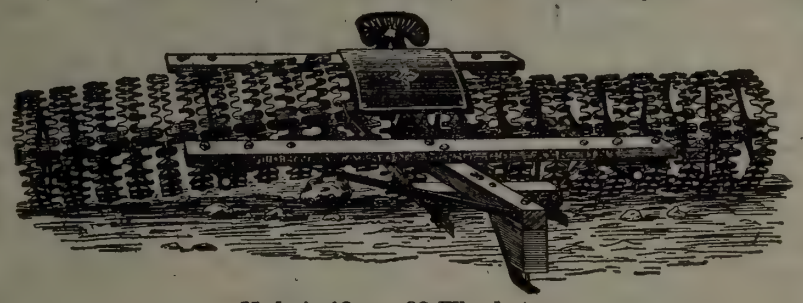
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

WATSON'S PULVERIZERS ARE TRADE WINNERS

They are the Heaviest, Strongest and Most Up-to-Date Pulverizers on the Market

22 Wheel Machines supplied with 2 Poles and Pulley Hitch.

All parts made of high grade material.



Made in 16 and 22 Wheel sizes

We make Boss and Steel Harrows of best quality and latest design.

Write us for prices and terms.

John Watson Mfg. Co. LIMITED.

IF IT'S MADE BY "WATSON'S" IT'S RERIABLE

WINNIPEG.

METAL CEILINGS

GOTHIC AND LOUIS XIV.

HANDSOME DURABLE
SANITARY

For all kinds of buildings

Send your plans for suggestions and estimates.

CLARE & BROCKEST,

P.O. Box 396 WINNIPEG, MAN.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

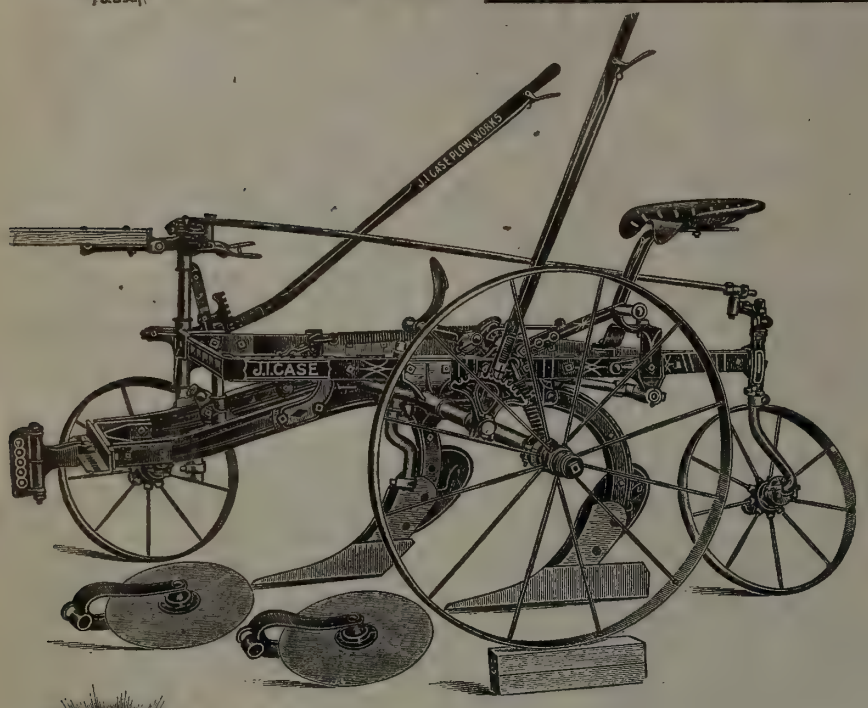
"Melotte" Cream Separators
"Florence" Wood Pumps **"Ideal" Iron Pumps**
"Ideal" Gasoline Engines **Currie's Waders**
"Melotte" Cotton Duck Threshing Belts

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

J. I. CASE New Foot-Lift Sulky and Gang Plows are Hard Ground Plows



The ground may be ever so hard and dry, **J. I. Case Plows** can and do handle it. During dry spells other plows must wait for rain to mellow the soil, while **J. I. Case Plows** go right along.

The reason is, **J. I. Case Plows** have an adjustment for regulating the penetration.

When the ground is hard, or the shares worn dull, the plows need to be presented at a greater angle, just as you would lift up on the handles of a walking plow.

That principle is carried out in **J. I. Case Plows,** which makes them "hard ground" plows and different from others.

Good stock carried in Winnipeg and shipments made promptly.

For Agency Contracts write—

THE HARMER IMPLEMENT CO., Winnipeg, Man.

General Agents for

J. I. CASE PLOW WORKS, Racine, Wis.

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS

1910 KRAMER ROTARY HARROW

Secure Contract

NOW IS THE TIME TO ACT

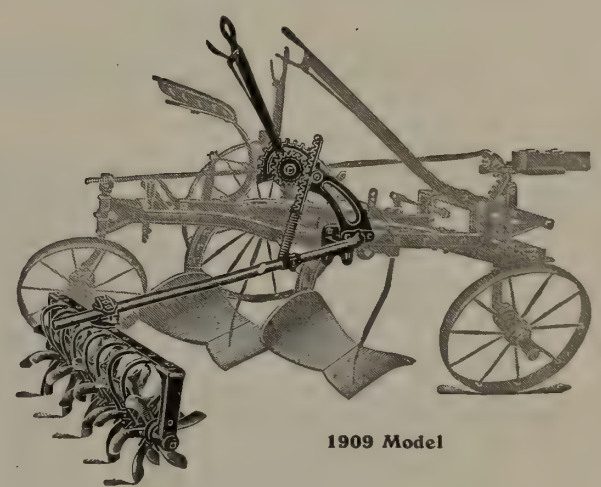
Handle an Implement of Proven Value

NO greater tribute could be paid the Kramer Co. than the constant attempts by unscrupulous parties to imitate the Kramer Models of Rotary Harrow Attachments for plows.

For three years the Kramer Way has been gaining favor among farmers everywhere, and it is a fact that more of our Attachments are sold in one month than all the imitators sell in a whole year.

This should mean something to you, Mr. Dealer. Nearly 100,000 sold.

The Kramer WAY



1909 Model

Harrow while you plow

Farmers insist on having the Kramer

It is advertised extensively in the farm papers.

It is used and recommended by State and Government Experimental Stations.

Many farmers have observed the work done by the Kramer attachment on the fields of their neighbors, and are going to purchase a Kramer for their own use the coming spring.

It is now handled by many of the most progressive jobbers and dealers all over the country.

The demand is constantly increasing and the implement affords the dealer a good profit.

YOU should make some of these profits and supply the farmers of your community with an implement that the farmer wants and that has proved its value.

Secure the agency at once from nearest District Jobber. Write for full information.

J. W. KAUFMANN, Sole Jobber of the products of

THE KRAMER COMPANY, PAXTON, ILL., U.S.A.

JOHN DEERE PLOW CO., Ltd., WINNIPEG, Selling Agents.

"THE KING OF DRILLS"

THE NEW COCKSHUTT

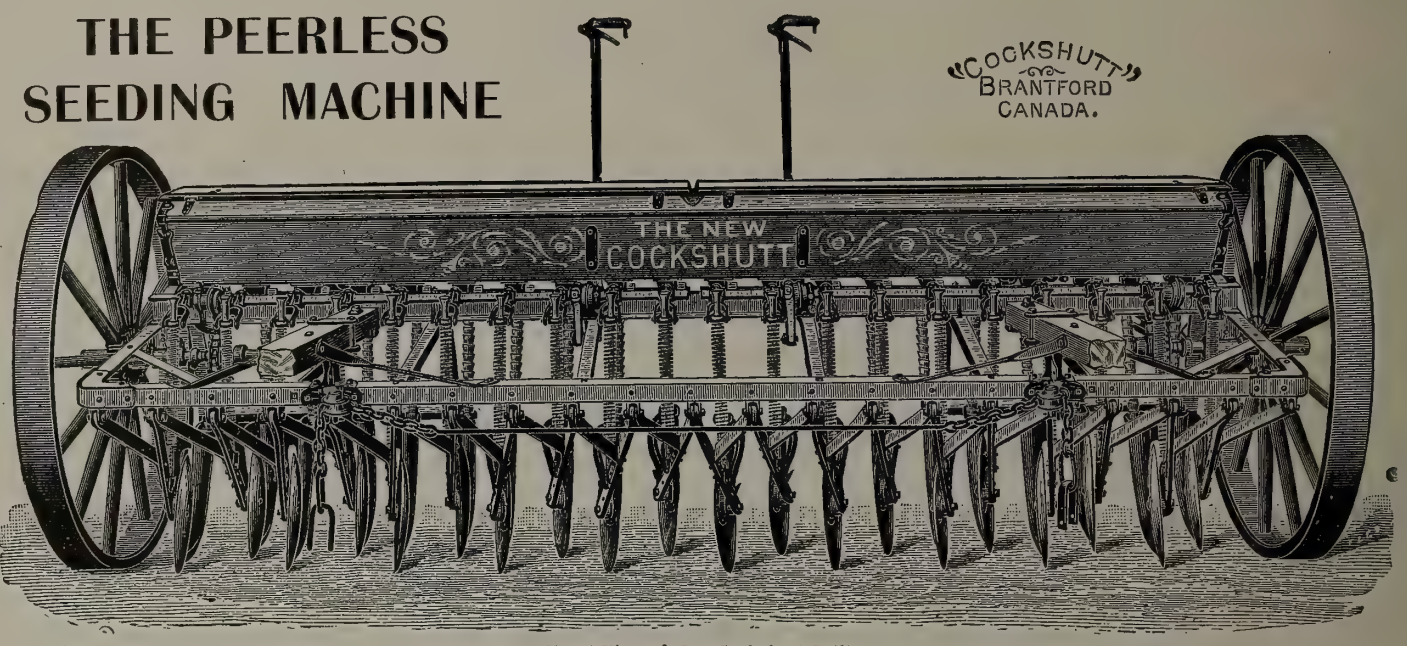
In the keenest competition is a winner for the dealer.
In actual use it meets every need the farmer demands.

THE DRILL OF PROVED MERIT

Hundreds of dealers throughout the West last Spring found it the easiest to sell; and thousands of farmers found it the most satisfactory to use.

Sign up a Cockshutt Contract for 1910 and get the drill trade of your district.

THE PEERLESS SEEDING MACHINE



Front View of New Cockshutt Drill

Interchangeable Single Disc, Double Disc or Drag Shoe. Sizes: 14, 16, 18, 20 or 22 Shoes; sowing 6 in. apart. Equipped with Foot Boards, located at each end. Axle bearings are furnished with steel compression grease cups.

IMPORTANT POINTS OF SUPERIORITY.

Frame.....High carbon angle steel, re-inforced by malleable corners and steel corner braces. Heavy I beam runs entire width of machine adequately supporting all weight. Frame all rivetted together. Users on rough land will appreciate the fact that there are no bolts to shake loose.

Axles.....Perfectly uniform cold rolled steel shafting. Axle bearings are pivoted to frame, which prevents biting of the axle and insures light draft, which cannot be obtained with a continuous axle.

Wheels.....Large and strong with extra long bearings which prevent the wheels from wobbling and also increases durability. Wheels 48 in. diameter, 4 in. tire for 18, 20 and 22 shoe machines and 3 in. for 14 and 16 shoe machines.

Grain Box..Made of selected, well seasoned lumber and perfectly fitted at all points. Large capacity:—20 shoe machine holds 4 bus.

Feed.....Positive force feed of great accuracy. Will sow all kinds of grain evenly and without damaging a kernel.

Hitch.....The Cockshutt Adjustable Pulley Hitch is the most effective ever manufactured. Can be raised or lowered to prevent neck weight. Eveners held up by chains from poles.

Drive.....Equipped with chain drive, the easiest running, most durable and simplest drive on the market. The friction is greatly less than with gear drive. By the use of a hardened steel chain we have overcome the troubles that other manufacturers have experienced with a chain drive. Chains used in the past were of malleable iron, which being soft wore easily and stretched easily. We guarantee our chain not to stretch at three times the breaking strain of malleable chain, and being hardened it will not wear and will always fit sprocket wheels exactly. With our adjustable chain tightener there is no slackness.

THE EASIEST DRILL TO SET UP EVER BUILT.

Write for our latest Catalogue and get our 1910 contract.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

"WONDER" GRAIN CLEANERS

(PATENTED)

THE "WONDER" GRAIN CLEANER

LATEST AND BEST—ALL ZINC SIEVES. ADJUSTABLE UPPER AND LOWER SHOES.

Has all the older mills beat in the quality of work done, particularly in cleaning wild oats from wheat, also in capacity, ease of handling and durability. Here are some real reasons :

Feed—An important feature is the OSCILLATING FEED, which works up and down, and backward and forward, assuring an EVEN DISTRIBUTION the full width of the sieves. No grain allowed to fall on sieves except when mill is running.

Lower Shoe—CAN BE ADJUSTED UP OR DOWN OR TO A LONG OR SHORT STROKE to suit any and all conditions of grain, which varies from year to year in size and condition. Notice the notches for the legs of the lower shoe, by which the screen can be adjusted to any desired incline.

Sieves—WE USE ZINC SIEVES ONLY THROUGHOUT. The mill is equipped for wheat, oats, barley and flax. THE LOWER SHOE NEVER CLOGS AND THE MESH KEEPS ITS TRUE POSITION, as it is zinc. Wire sieves soon rust out and wear out and the mesh loses its proper position, letting good wheat through with the screenings.

BARLEY SCREENS—The WONDER is now equipped regularly with two extra zinc barley screens—making four. It is decidedly the best barley cleaner in the market.

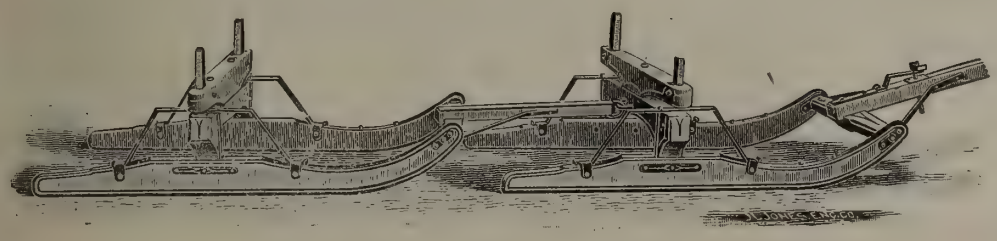
Dealers desirous of handling the very latest and best in the grain cleaner world should write for full particulars concerning the " Wonder."

CATALOGUES AND INFORMATION ON REQUEST.

ADAMS' WAGONS

Are to-day the result of 45 years' experience in high grade wagon construction. No wagon sold to the trade has a higher reputation than the Adams. Constructed of well-seasoned, first class materials, by workmen who know how. Equipped with the celebrated Adam's Truss Axle. Well-finished, strong, durable and light running.

ADAMS' FARM WAGON



ADAMS' FARM SLEIGH

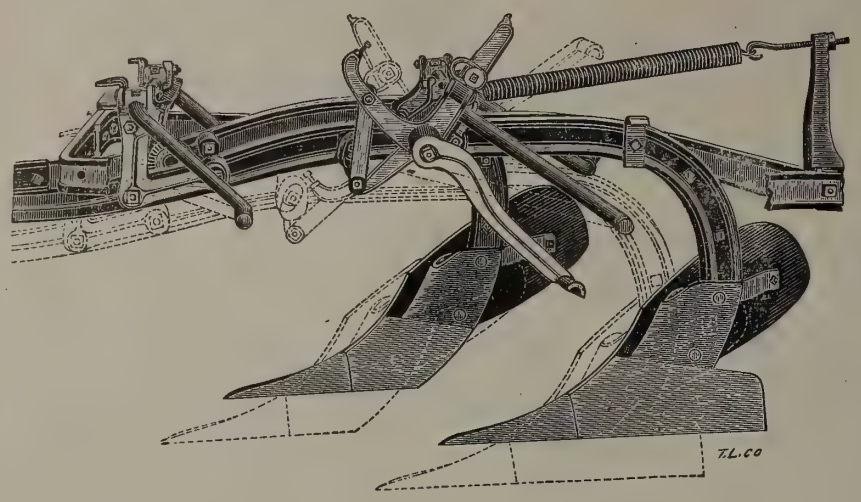
ADAMS' SLEIGHS

Are the best sellers offered the trade. Better proportioned, better finished and stronger throughout than any other sleigh on the market. Steel or cast shoeing.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

What Cockshutt Dealers Get



The most complete and up-to-date line of High Grade Plows on the market.

The Drill that is best known and easiest sold; that stands up to its work and never fails to give satisfaction.

A reliable general implement and vehicle line of the best reputation and highest quality.

The world-beating Windmill line.

The assistance of our continuous advertising campaign carried on in their behalf in the Western agricultural journals.

JEWEL GANG "The Perfect Modern Plow"

A WORTHY LEADER OF THE POPULAR LINE.

We illustrate herewith the detail of the Foot Lift construction of the Jewel. It is admitted on all hands to be the easiest plow to operate on the market.

FIVE-FURROW ENGINE GANG

For Small Gasoline Tractors

WE have recently manufactured and now have in stock at Winnipeg, Regina and Calgary, a new light five-furrow engine gang plow recommended particularly for use with gasoline tractors of 20 brake h.p. or thereabouts. The principle of construction of this plow is exactly the same as our large engine gangs, each bottom being independent. The frame, however, is smaller and lighter, and is supported by three wheels only. The front one is a swivel wheel; the other two are in the rear of the frame.

Owing to the smaller platform, the levers are shorter, but to make up for that they are equipped with spring lift. The gauge wheels are larger, and are solid in the centre. The beams are lighter, as the power used ahead will be less than that used with our large engine gangs. The bottoms are the same as on our large engine gangs.

Owing to the lighter frame and beams and one less wheel, we have been able to make a considerably lower price on this plow.

We have already sold a large number of this size for stubble plowing, fitted with swivel rolling colters. They have given perfect satisfaction. We have been told they are exactly what is needed for small gasoline tractors.

New Five-Furrow Engine Gang, equipped with four breaker bottoms at Winnipeg Motor Competition. Another bottom can be added for stubble, making five 14 in. furrows.

One of the above Five-furrows, with stubble bottoms and swivel rolling colters was recently bought from us by the Dominion Experimental Farm, Brandon.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. X., No. 4 WINNIPEG, MAN., OCTOBER, 1909. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

Don't Economize with Your Letter Paper.

There are many complaints received from dealers by the manufacturer and his agent relative to the delay in getting a reply to communications or shipments of goods which are required in a hurry. The manufacturer is often blamed for something which is really the dealer's fault. In trying to please his customer the manufacturer does not always point this out but does his best to hurry out the goods needed.

One of the greatest faults of the retail dealer in his correspondence is the habit of writing all he has to say on one sheet of paper. Very often the manufacturer or jobber will receive a letter which contains an order, a remittance, a complaint and an enquiry about new goods, all written on the one sheet of paper. When the manager of a large concern opens the mail he sorts it out and sends it to the different departments. Thus the cheques and letters about them will be sent to the cashier, the order to the order department, the complaint to the individual in charge of the particular branch it deals with. The inquiry will to the sales department, and so on with all the varied branches which make up the *tout ensemble* of a large wholesale house. It is easily understood, therefore, that if all these are put on one sheet of paper, delay and confusion is likely to result. The letter will make a complete round of the establishment and at any point it is liable to be held up or lost sight of and much time lost. Probably the goods may be several days late in arriving and the customer in the meantime is writing caustic letters to the house about the vexatious delay.

How much easier would matters become if each subject was put on a separate piece of paper. Then as soon as the latter was opened the cheque is sent to the cashier and a receipt forwarded the same day to the remitter. The order goes off to the shipping department and is made up for that day's shipment. The enquiries are sent to the order department and the complaint attended to by the person responsible so that in all probability the same mail will bring the customer his receipt, the answer to his queries and the explanation of the error referred to, and the goods receive the utmost despatch. Instead of the items being attended to one after the other they are all done simultaneously and none overlooked. All because of a little extra paper. Always use a separate sheet for each subject. Paper is cheap and delays are often costly.

Winter Comfort.

Life on a Western farm in mid-winter has not many attractions for either the farmer or his sons. The extra labor and inconvenience resulting from cold and snow do not appeal to many and any contrivance that will lessen the discomfort and labor should be welcome on almost every farm.

The farmer will remember only too well the annoyance of past winters and it is not very hard matter to lead him to talk about them. Almost every farmer has had trouble with his water supply in winter and when once he is started on that subject he is quite willing to talk and to discuss ways and means of preventing a recurrence of these troubles. Much of a farmer's time in the winter months is spent doing chores, pumping water, cutting wood and such like jobs, small in themselves and mere trifles in summer but big in the aggregate and "darn nuisances" in winter. Many of these unpleasant jobs in the winter lead the average farmer to keep an extra man to do chores, when with a little forethought he might do the chores with very little inconvenience to himself.

Take the question of a good water supply. This is an absolute necessity both to the farmer and his stock and on many occasions the latter have had to go without for days simply because it was too inclement to take them to the well. It should not be very hard for you, Mr. Dealer, to get the farmer to discuss the matter and then lay before him the advantage of the small general purpose gasoline engine. Point out to him the advantage of laying pipes from the well to the barn below the frost line and having the water pumped in without any exertion on his part. Show him how much better and easier it is to water the stock inside the barn. In bad weather many of the young ones cannot get to the trough before they are so cold that they will not drink. Dwell on the fact that it means no extra labor for himself, for no man likes to take physical exercise on the end of a pump handle. A point like that will appeal to him.

Then take the wood bucking problem. The average farmer never has a full day to himself in which he can cut enough wood to last through the stormy weather in mid-winter. He usually does as much as he can on nice days and then quits to attend to other things, with the result that the wood pile gets less and less until one stormy day he finds that it has dwindled away and he has to go out and buck wood in the teeth of a miniature gale. Now, with a gasoline engine, two or three days while the weather is clear would suffice to cut enough to last through the whole winter and render him independent of the "extra man."

The same with feed grinding. Instead of having to wait for fine weather to haul his grain to the mill he can grind all the feed he wants when the storm is at its height and without any exposure or trouble either to himself or his horses.

And so it is in almost every branch of farm work. Work that takes two or more men with horse or hand power can be handled with greater expedition by one man with gasoline power. The gasoline engine trade is not considered by a good many dealers as it should be. Some dealers have lots of literature, supplied by manufacturers, in their warehouse, but they never think of handing it out or getting in a sample engine. If a customer asks for a gasoline engine they will supply him but unless he does they let the possible sale slide.

It is not due to the manufacturer that the general purpose gasoline engine is so little in demand. It is the dealer's fault. It is up to him to discuss the matter with prospective customers, to point out its many advantages, to create a demand which the manufacturer is only too willing to supply. There is no one so well qualified to place the advantages of the gasoline engine before the farming fraternity. It is not as though the gasoline engine was a complicated piece of mechanism. It is a marvel of simplicity and it can be operated easily by any man with average "horse sense."

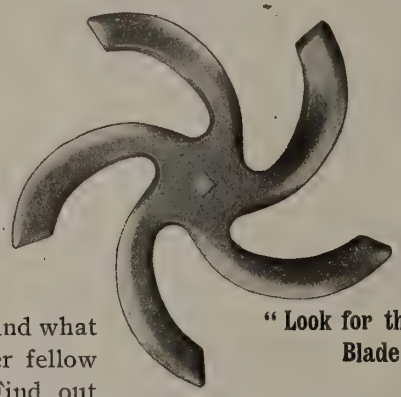
The good points are easily demonstrated even without a sample engine, and once a sale is made in any particular district the advantage gained to the farmer who has purchased will be one of the dealer's best selling aids.

Now, it is up to you. The field is open and if you wish to increase your profits get after the gasoline engine trade. It is a machine that can be sold in any season of the year and it is one that will help give the dealer who handles it a better reputation for up-to-date methods.

The girl who can make good bread is the one that takes the cake.

This Harrow Looks Good To the Farmer

How does it look to you?



"Look for the Curved Blade."

NEVER mind what the other fellow says. Find out for yourself the truth about this live-wire money-getter. Send in your sample order for the

Racine Rotary Harrow Attachment for Plows

and look the machine over carefully.

Make your own comparisons. Be your own judge. And then get the verdict of the farmer.

You'll find, as hundreds of other dealers have found, that the Racine Rotary sells on sight—**wins out every time in any competition.**

It's the best attachment for you because it's the best for the farmer.

Read this carefully.

The cutting blades of the Racine Rotary are curved. They cut throughout their full length, **not simply at the point.** They're clog-proof too, and positively will not wind because they rise perpendicularly as they leave the ground. Instead of simply dragging the trash and litter around to the surface of the ground, the Racine Rotary cuts it, buries it well under the soil and packs and smooths the land, keeping in the moisture and leaving no ridges.

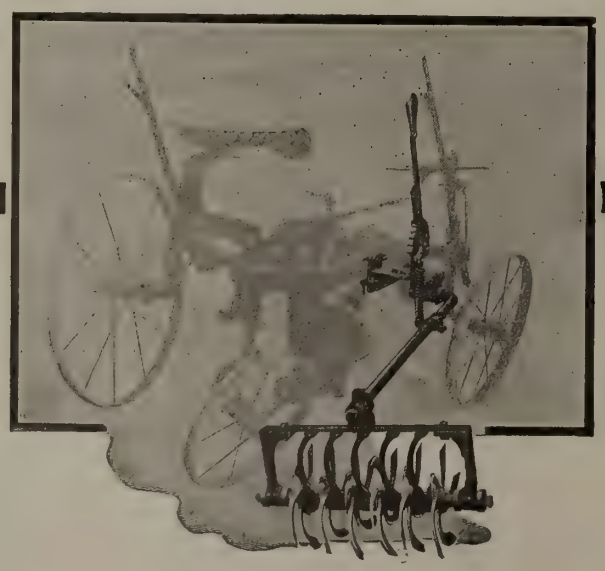
There's good business waiting for you—**now.** Your order to-day will bring this easy profit to your pocket—**and it will do a lot more. If you're not already too late, it will cinch for you the exclusive agency for this red-hot seller.**

RACINE ECONOMY SPRING CO.
Racine, Winsconsin.

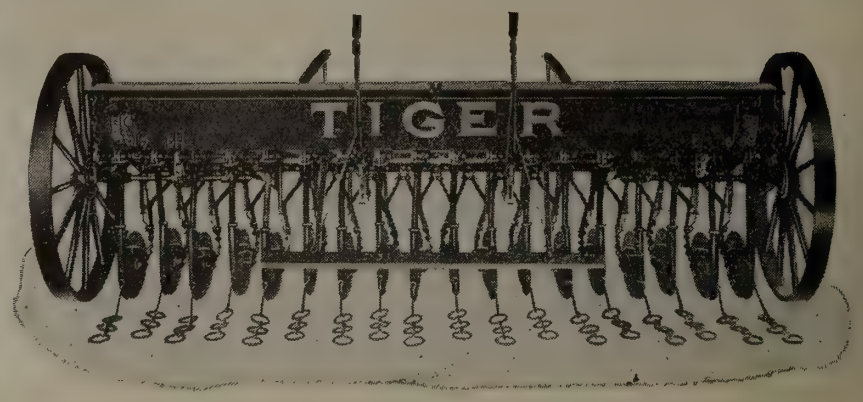
Agents for Western Canada

Harmer Implement Co., Winnipeg, Man.

Distribution from Winnipeg, Calgary and Regina.



YOUR FARMER PATRON IS LOOKING FOR HIS MONEY'S WORTH



And it is plain he's not getting it unless he gets the best that's made.

In Drills, that's the TIGER

You cannot give too positive a guarantee with **Tiger Drills.** We back up every claim of superiority with the refund of the price where a Tiger Drill does not meet the claims.

There is a Tiger model to meet the demand of every soil and the choice of every farmer—nearly 200 styles and sizes.

Write for Agency proposition.

J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD., Distributing Agents

WINNIPEG, MANITOBA.

HORSE BLANKETS

We have a well assorted stock and can ship promptly.

CUTTERS

New and Attractive Designs.

Order early in this line to insure early delivery.

HARNESS

A full line of Team, Double, Driving, Single and Express.

VISIT OUR NEW SHOW ROOMS AT

166 Princess St., Winnipeg

WHEN IN THE CITY.

E. N. HENEY CO., LTD.,

MONTREAL, P.Q. and WINNIPEG, MAN.

Cockshutt-Avery Alliance.

A contract has just been entered into between the Cockshutt Plow Co., of Brantford, Ont., and the Avery Company, of Peoria, Ill., whereby the Cockshutt Plow Co. acquire the exclusive agency for the Avery double undermounted engines and threshers in Eastern Canada. The Avery Company take over the exclusive selling agency for the Cockshutt line of engine gang plows in the United States, Mexico and Cuba.

The Cockshutt engine gang has become very popular in Western Canada because of its peculiar construction and strength. It is also much cheaper and easier to operate than is the more elaborate steam lift engine gang manufactured by the Avery Company.

By the new arrangement the Cockshutt Company will be in a position to supply to the trade in Eastern Canada complete plowing and threshing outfits. The Avery Company will be able to put before their customers in the States, Mexico and Cuba a complete line of engine plows ranging from their own steam lift gang to the new five furrow gang just put on the market by the Cockshutt Co. Cockshutt gang plows are adapted to any make of engine, and range from five to twelve bottoms.

It is a tribute to Canadian enterprise in general and to the excellence of the Cockshutt engine gang plow in particular to note that the Avery Company are satisfied that they can compete favorably with the large American plow concerns at present doing business in the United States.

A Mail Order Sidelight.

At a recent gathering of newspaper men in one of the American cities a representative of a Chicago mail order house gave some interesting experiences of the mail order business.

In the course of his remarks he informed his hearers that the mail order business depended entirely upon advertising. Of course they all knew that but when he went on to describe some of their methods each individual sat up and began to take notice. The speaker said that the mail order merchants obtained copies of all the local newspapers and directed special attention to communities where the merchants were not up-to-date advertisers. Whenever they found that any particular line of goods was not well advertised they flooded that territory with literature and in almost every case the results were satisfactory. He admitted that were the country merchants to advertise freely and in the right manner, the mail order houses would receive a great set-back. He said that their local ads were by far the best. The articles to be sold were described and their prices given.

The above provides food for thought by many merchants who are today fearing the competition of mail order concerns. In nearly every ad we see of mail order goods, the prices and descriptions are given, and if these people can make such headway by such advertisements then there is nothing to prevent us doing the same by using the same type of ad.

THE BIRTHPLACE OF THE MASSEY-HARRIS COMPANY.
This old frame building was the original Harris factory at Beamsville. It is about to be demolished.

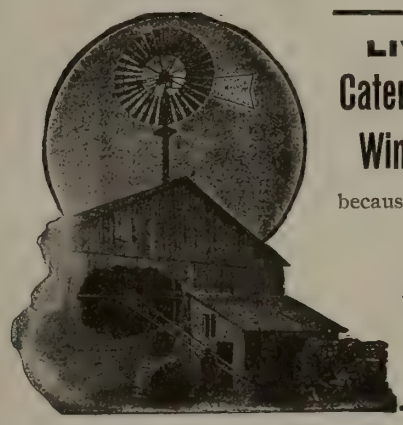
Siberia.

To the average reader the land of Siberia seems to be little else than a cold, barren waste, swept by storms and under everlasting snows. A report has just been published, however, by U. S. Consul J. W. Ragsdale, of St. Petersburg which has done much to dispel the popular idea.

Consul Ragsdale states that contrary to accepted beliefs Siberia is a country much like Canada. The winters are cold and long, but no more severe than are the winters of Canada. The soil too, is rich and fertile, with the advantage of being well watered and timbered. Russian peasants are beginning to realize the resources of the new land opened up to them by the Siberian railway and many are leaving their old homes and becoming pioneers. The number of emigrants crossing the Urals to Siberia between 1885 to 1907 numbered 2,660,560 while in the year 1908 the governor at Omsk reports that an average of 5,000 emigrants passed through there each day.

Owing to the thousands of new farms thus opened up there is likely to be an active enquiry for up-to-date farm machinery. England, America and Germany have already entered the field; the Motherland receiving preference in the threshing machinery line, and Germany being foremost with farm implements.

There is a big opening in the new country and there is no reason why Canada should not enter the field and capture a share in what promises to be "big business" in farm machinery.



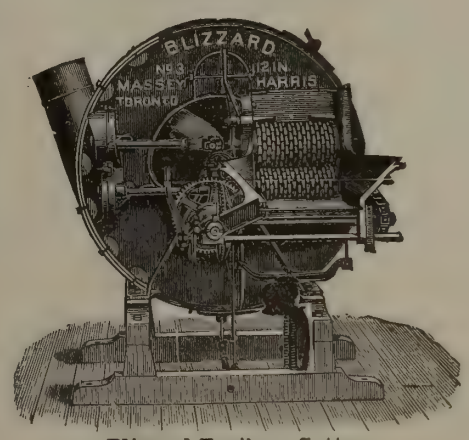
LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines
because they are of the Highest Grade and Lowest in Price
Write for our Special Cash Price
Address
Brandon Pump and Windmill Works,
H. CATER.....Proprietor
Brandon, Man.

MASSEY HARRIS BLIZZARD ENSILAGE CUTTER AND BLOWER

Feed Rolls have tension springs, adjusting them automatically to handle light or heavy stalks, also preventing breakage.

Feed Rolls can be stopped and reversed instantly.

Rolls, knives and gears are enclosed, making it a very safe cutter.



Blizzard Ensilage Cutter
Can be driven by Pulley or Tumbling Shaft.
Furnished with or without Transport Truck.

Shredding knives can be furnished if desired to shred dry fodder.

Knives may be adjusted independently and are easily removed for sharpening.

Corn can be cut in four lengths, ranging from ¼ in. to 1½ inches.

MASSEY HARRIS CO., LIMITED
WINNIPEG REGINA SASKATOON CALGARY

The Hand Separator.

We reprint below a special article contributed to the De Laval Monthly by Professor G. L. McKay, formerly of the Iowa Agricultural College. The article expresses clearly the reasons for the increasing use of the hand separator. Professor McKay opens with a quotation anent the world's progress.

"In ages past, the nimble runners ran,
And footposts speed along from man to man;
Horse litters for the weak in days of yore,
Till coaches groaned and crawled through mud galore,
The iron horse appeared both staunch and sound
And locomotives smartly sweep the ground."

We see changes and decay all around us. One thing goes and another takes it place, just as day follows the night. There is no such thing as standing still. It is either progression or retrogression. Some man has compared the dairy business to a man on a bicycle. He must either move on or fall off.

Of the many great inventions of the past century, no invention probably has been as beneficial to the farmer as the little cream separator. Not only has it enabled him to increase the revenue per cow, but it has served also as an educator.

Like many other inventions, it was not fully appreciated by the majority of farmers at first. However, some of our brightest dairymen quickly comprehended its value and adopted the hand separator system. The success achieved by these men soon claimed the attention of others, resulting in a more general adoption of the hand separator. The hand separator system, as applied in creamery work, commenced shortly after the first introduction of the hand separator. Gradually, but persistently and quietly, it was finding favor by creamerymen at various points. Its first real impetus, however, was by the various large centralizers of the West and Southwest in their adoption of the system and introduction of hand separators among their patrons. After that, the adoption of the hand separator system went ahead by leaps and bounds and today it is claiming the attention of all the leading dairy countries of the world.

The dairy experts at first fought this system, as they feared that a deterioration of quality would ultimately follow. Notwithstanding the attacks of experts and other interested parties, the sale of the hand separator steadily increased. The reasons why are many. The chief reason, however, was that the system was founded on economic principles. There never has been a time in our history when the question "does it pay?" is so frequently asked as now. Economy of production is the dominating factor in all lines of business.

From such information and statistics on this question as can be reasonably secured it is estimated that less than ten per cent. of creamery butter is now made on what is known as the whole milk system.

If such a great change has taken place during the past ten years, there must be adequate reasons for it outside of any sentiment, and these reasons must be founded on facts. On this point, Prof. Ed. H. Webster, former Chief of the Dairy Division at Washington, D.C., in his investigation of the new hand separator system, writes as follows, in Bulletin No. 59:

"One of the great drawbacks on the old system was the serious loss in the value of the skim milk. The long haul to the station and the long haul home consumed from five to eight hours and often more. When the cans of skim milk were delivered at the patron's door, the milk was usually in bad condition, and the calves that were forced to drink it, were in a worse one. The skim milk was one of the things that never failed to bring out a strong argument against the dairy business. Wise ones often filled the dairy papers with articles about how to feed skim milk to calves successfully, but these wise ones didn't live at the end of a twelve mile route, where they had to feed the article as it was delivered to them after being from eight to ten hours on the road.

It was a common story that skim milk killed the calves and pigs and was not worth the hauling home. This was probably much over drawn, for it was very difficult to buy any of this skim milk at the factory. It was not as good as it should have been but it was needed, and recognized as indispensable to every farmer. The introduction of the farm separa-

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It is by all odds the surest way for you to get the most and the best of the separator business.

Sharples' Dairy Tubular Cream Separators are "The World's Best." The fact that Tubular sales easily exceed most, if not all, others combined is positive proof of it.

Tubulars are entirely different from all other separators, are never confused with others, and are sold through dealers only. On the other hand, all other separators are very similar to each other, are easily confused and substituted, and many are sold through mail order concerns either openly or covertly.

So you easily do better by handling Tubulars and putting yourself above competition, than by handling any of the many common machines that must divide among themselves and the catalogue houses a total business hardly equal to that of the Tubular alone.

Tubulars are made in the world's biggest separator factory. Branch factories in Canada and Germany. A glance at our catalogue, or a talk with any of our travellers will quickly show you the striking difference between Tubulars and all others. Write us right now for information and contract.

THE SHARPLES SEPARATOR CO.,

Toronto, Can. West Chester, Penna. Portland, Ore.
Winnipeg, Can. Chicago, Ills. San Francisco, Cal.

THE SHARPLES DAIRY TUBULAR

for, however, wrought great changes. In visiting hundreds of farmers who are using farm separators, the writer has not heard one word of complaint on the score of skim milk. Calves, pigs, and chickens, are greedy for it, and all are doing well on it. Men who would never consider the business under the old system, have been convinced that, with a separator at home, they can raise good calves, and become creamery patrons."

One of the material factors in favor of the hand separator as compared with the whole milk system is the value of competition in disposing of products. If a farmer has a hand separator his product is condensed and he can ship it and take advantage of the high market price in the nearby cities where it can be utilized for cream, butter, ice cream or used for various purposes. If the local creamery does not pay adequate prices he can ship at very little cost to one of the big centralizing concerns, where he will receive the highest price. It is difficult to place a correct value in dollars and cents on such opportunities.

If the product is disposed of at the creamery, the cost of delivery greatly favors the hand separator system. At a low estimate, it will cost about 12 cents per hundred or at least 3 cents per pound to deliver butterfat to a creamery under the whole milk system. Under the hand separator system it will cost about 1½ cents if delivered daily. If delivered every other day, which is quite possible, the cost of delivery is again greatly diminished.

In addition to this, the value of the skim milk for feeding purposes is at least doubled under the hand separator system, besides the satisfaction of having the milk always in perfect condition. As intimated in bulletin No. 59 by Chief Webster, a great deal of the skim milk returned to the farmers under the whole milk system was unsatisfactory for feeding young stock, and consequently was of very little value. Sweet, warm, skim milk is one of the most perfect single foods known for young animals. It is hard to place a correct value in dollars and cents on sweet skim milk, since, as a food, it brings out additional food value when fed intelligently with other foods. The value of this product is not always appreciated. As to this Prof. Jordan says: "As a means of promoting growth and a condition of health and vigor and also as a supplement to cereal grain products, skim milk and buttermilk are not excelled, and perhaps not equalled by any other feeding stuffs."

Skim milk is somewhat similar to eggs, as both contain some of the same food elements. Eggs have a very high nutritive value when in perfect condition, but a stale or decayed egg has very little value, if any. The same is true of skim milk, when sweet it possesses high nutritive value, but when partly decayed and in a badly fermented condition, it is practically useless for young animals.

Numerous attempts have been made to place a correct value on skim milk by various writers and feeders. These estimates have varied from 15 cents to 60 cents per hundred. It has been estimated that when corn is worth 56 cents per bushel that skim milk is worth 31 cents per hundred, providing that the proportion is one to three in feeding. Mr. Gurler in "American Dairying" estimates that for three months old pigs that the food value of skim milk is 50 cents per hundred. Some very extreme prices have been placed on skim milk where it has been used for producing veal. In some cases it has actually netted $1.00 per hundred to some feeders. For feeding calves or pigs under present high prices of grain, a very normal value would be 30 cents per hundred.

Therefore, if the hand separator skim milk has twice the feeding value of the skim milk as delivered from the whole milk creameries the difference would be 15 cents per hundred in favor of hand separator system on skim milk alone. The difference in cost of delivering butterfat would be at least 1½ cents per pound, or a saving of about 7 cents per hundred as compared with the whole milk system, thus making a total of 22 cents per hundred in favor of the hand separator system. In addition to this, the man who has a hand separator does not endanger his stock with tuberculosis or contagious diseases from other herds, which is a safeguard if it is not a direct monetary consideration.

Possibly a reasonable estimate of the gain would be 25 cents per hundred in favor of the hand separator against the whole milk or gravity system. The cost of operation would be more than offset by the additional labor involved in caring for the milk as compared with cream.

These are some of the reasons why the little hand separator must eventually become a permanent fixture on every dairy farm.

—G. L. McKay.

Factory Extension.

We understand that the Fuller & Johnson Mfg. Co., is building an addition to its plant at Madison, Wis. The company has increased its capital stock and will enlarge its scope of operations. It is said that a number of Chicago capitalists have become financially interested in the company, one of these, Walter Ayer, moving to Madison to take part in the management. The output of this plant is controlled in Western Canada by the Stewart-Nelson Co., of Winnipeg.

Boarding houses are responsible for a lot of men marrying.

Raymond Sewing Machines

For nearly half a century we have been making and selling machines in Canada, and to-day the Raymond is a household name. We want good agents to push the Raymond, which for beauty of finish, mechanical construction and durability has no equal.

Write for Agent's terms.

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A De Laval Separator

SAVES Work, Worry and Wages

With three or more cows a **De Laval** separator saves its cost the first year, in more and better product, and it may be depended upon to go on doing so for 20 years, as there are already thousands of instances to prove.

There's half this much saving in the use of a **De Laval** over inferior separators, while other separators last but from 6 months to 5 years instead of 20 years. They lose half that might be saved while they do last.

That's the whole separator story in a "nut shell" and the reason for the now nearly universal sale of **De Laval** separators.

All dealers cannot handle the **De Laval** but the best one in each locality may by making application to—

The De Laval Separator Co.

WINNIPEG

Montreal **Vancouver**

Saskatoon

Threshing in this district is well under way. There has been a coninual stream of threshing machinery, both gasoline and steam, passing through Saskatoon for several weeks, all going to help garner in the magnificent crop which is yielding from 18 to 35 bushels per acre and will probably average 25.

Work on the big International Harvester Co's new warehouse is progressing rapidly. The contractors say it will be ready for the staff to move in, by Oct. 15. This building being located between the C. N. and C. P. passenger and freight depots assures strangers of the progress the country is making.

The Massey Harris warehouse has been a very busy place since harvest began, having had the usual heavy Binder trade. The local trade is also handled by them.

The John Deere Plow Co. are now preparing to start in dead earnest. The work on the new building will undoubtedly be started at once and it is thought the foundation will be completed this fall and the work proceeded with early in the spring. The building will be brick and one of the largest in the city. Mr. H. W. Hutchinson, Manager of the company at Winnipeg, on a trip through the West recently, visited Saskatoon, when final arrangements were made to start the building at once. This Company has a fine large lot on 25th Street and the walls of the building will be built strong enough to permit of additional stories when required.

Messrs. J. J. Bryan and H. F. Anderson, of the Tudhope-Anderson Co. Winnipeg, were visitors to Saskatoon recently, preparing to handle their expanding trade. These people have large branches in Regina, Calgary and Edmonton, with headquarters at Winnipeg.

Mr. F. A. Kaufmann, General Manager of the Collection Department of the International Harvester Company of Chicago; Mr. A. E. McKinstry, Superintendent of this company's plant at Hamilton, Ont. which supplies Western Canada; and Mr. E. F. Dickenson, who will be in charge of this company's collection agency here, all paid Saskatoon a short call on September 1st. While here Mr. Kaufmann arranged to enlarge the collection offices in the new building.

Considerable work has already been done on the Agricultural College Farm, preparing for spring crops. A large acreage of summer fallow is ready and the breaking done by steam plow is also in splendid condition. Plans are being prepared for the College and University buildings. Students can now be seen in uniform, occupying temporary quarters in the Drinkle Block.

Be Courteous.

We find a great many men and women side-tracked all along the pathways of life because they were not taught the value of good manners and a fine, gracious courtesy in their youth. The result is that they have grown up hard and coarse and repulsive in manner, and have not been able to win favor or attract trade or business.

Agreeable deportment, coupled with good education and ability, will often win where capital in the hands of the boorish, the unattractive and ill-natured, will fail. In fact, agreeable deportment is the one indispensable sought after everywhere. There is nothing else which will so quickly open the door to opportunities, to society, to the hearts of all. Courtesy is to business and society what oil is to machinery. It makes things run smoothly, for it eliminates the jar and the friction and the nerve-racking noise. There is a great moral quality in fine manners.

The value of courtesy in business life cannot be over-estimated. A keen business bearing cannot fail to inspire confidence, which will ultimately result in good business. But there is one thing better than good business: that is, better business. Upright, equitable dealing will bring good business but courteous treatment of your customers will hold it.

Put it to yourself. You would far rather talk business to a salesman who was affable and polite than to one whose conversation always tended to the same conclusion—"My line is THE line. No other fellow's goods are worth looking at."

How do *you* treat a prospective purchaser? Do you airily wave your hand in the direction of your stock and say: "There y'are, if you want a plow take your choice, every plow in stock that is any good" and then turn away and talk horses with somebody else. Your customer feels disgusted though he may not show it. Maybe he is undecided which particular type of plow to get. Then a word from the dealer would have set his mind at rest and the advice gratuitously given would be remembered when the customer wanted his new seeder.

Be courteous. Some business men may scoff at it and say it is antiquated, yet you will find that it pays. Get some of the courtesy you had when you and Mollie were young. Practice it on every occasion and courtesy, being a virtue, will have its own reward.

The Montreal Standard's Souvenir Number.

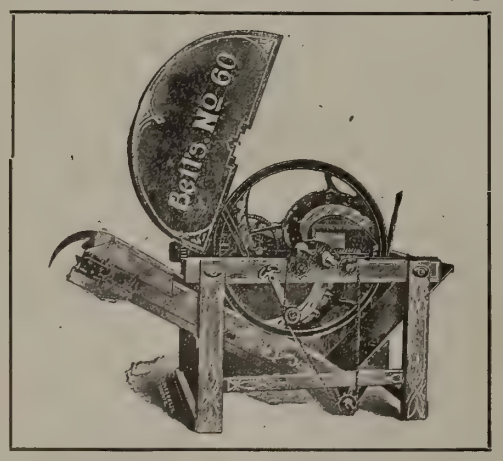
The Montreal Standard's Special Number has come to hand, and is a most creditable production. It has a magnificent cover in colors, painted by one of America's best known artists. The number contains nearly 150 half-tone plates devoted to subjects of general interest, and has two superb panoramic views of Montreal suitable for framing. The printing is first class, and we understand that many thousands of the issue have been sent to friends abroad.

Clean Up.

Don't think that because you take care of the sales the machines will take care of themselves. Take care of the sales by all means but be sure your stock doesn't show signs of having been in the warehouse ever since you started business.

WE ARE NOW CARRYING OUR OWN STOCK OF IMPLEMENTS IN WINNIPEG

We make a full line of Feed and Straw Cutters. Any size, small hand lever, crank or power machines of all sizes. Positive reverse and stop gear.



This Style Machine With or Without Carriers in Following Sizes:
No. 60, - 14 inch Throat
No. 50, - 12½ " "
No. 40, - 10 " "

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GET ONE OF THESE MACHINES IN YOUR WAREHOUSE AND IT WILL SELL OTHERS FOR YOU

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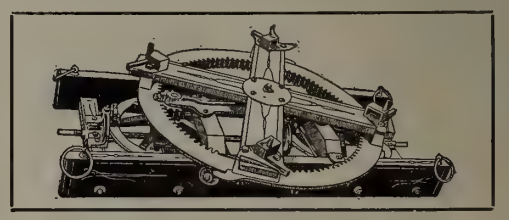
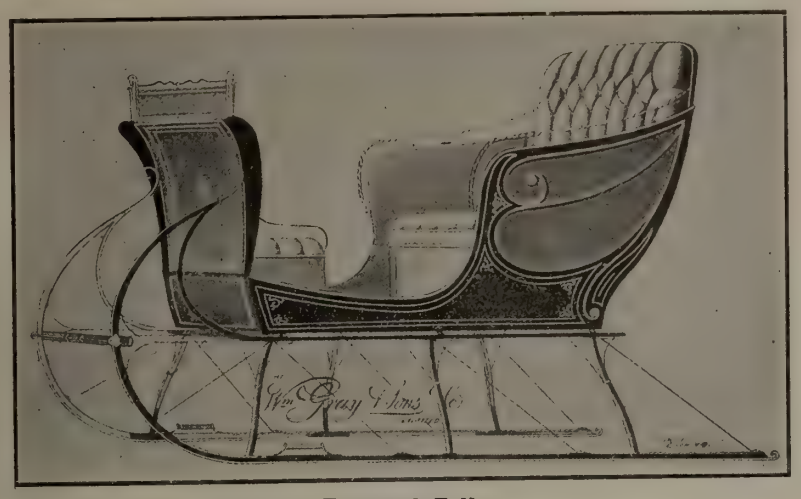
Sweep Horse Powers in One, Two, Four and Six Horse sizes manufactured by ourselves, assures perfect material, adjustment and workmanship.

They are easy running, strong and develop more power than most other Sweep Powers.

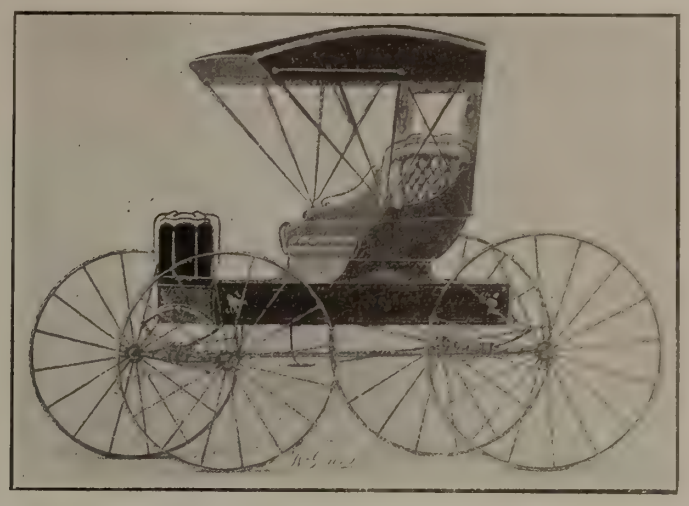


Fitted all ready to operate, with arms, tumbling rods and knuckles.

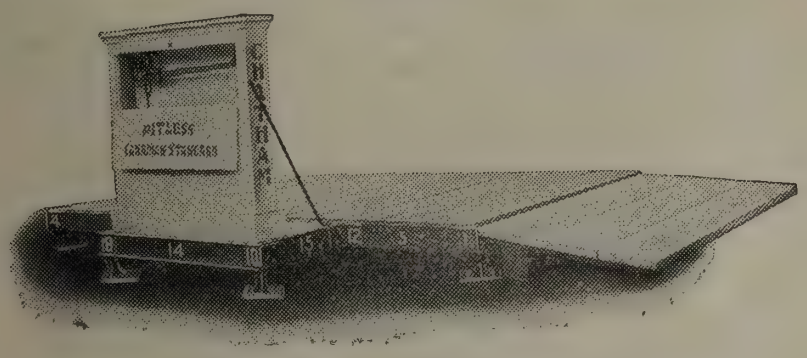
WATCH OUR AD. EVERY MONTH.



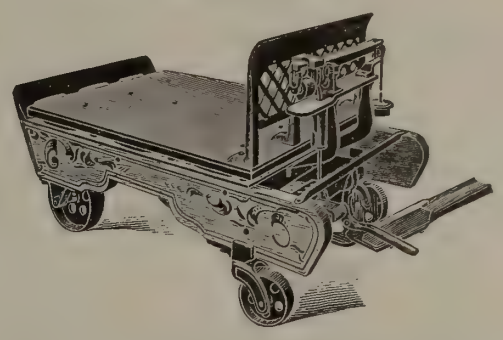
Tecumseh Belle



No 1834 Special.



5 Ton Pitless Scale. A Modern Farm necessity.



High Beam Wagon Scale. Capacity 2,000 lbs.

The Undersigned beg to announce to the trade that they are now booking orders and making exclusive contracts for the celebrated lines manufactured by The Wm. Gray & Sons Co., Limited, and The Manson Campbell Co., Limited, of Chatham, Ont., and invite correspondence from all live dealers interested.

The farmers are now garnering in their 1909 harvest, and those who join their lot with us now will also come in for their big harvest—of profits. Will you be one of them?

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Improved Kitchen Cabinet. The great domestic labor saver.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
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solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA.

OCTOBER, 1909.

Experiments.

Did it ever occur to you that the amount of money spent in experimenting would be sufficient to pay for the manufacture of a good number of the completed machines? Before a machine is put on the market nowadays it must have proved its strength and ability to do the work claimed for it. No inventor constructs a perfect machine at the first trial. Often it means hard, painstaking labor and financial risk. Time after time is the machine experimented with until it has proved its utility in actual operation or its worthlessness. Often big risks are taken with big inventions but in a great number of cases the result justifies the risk and the recompense is in proportion.

Not only in building inventions are experiments needed to attain results but in the selling of new lines. Many experiments must be made when an implement business is being built; experiments to prove whether an additional line of specialties would be a success. Without experiments the world would be at a standstill, and without experiments in new and better lines the implement trade would be stationary. Business today is like riding a bicycle: You must either go forward or fall off. Try a few experiments in your business and if your first one is not a success try again. Of course it is foolish to start an experiment without well considering the plan of campaign and the result if the experiment is a success. On the other hand it is well to decide quickly before someone else steps in ahead and after proving the experiment a success takes the credit and the resultant profit. Just make a few experiments in the selling line and if your experiment is successful then your financial recompense will justify your risk.

Association Work.

The winter season is fast approaching. The season which gives the implement dealer a chance to straighten up his accounts, to pay attention to old debts, to discover whether the balance of the year's work goes to profit or loss. This is the time when the retailer gets an opportunity to study the theoretical side of his salesmanship, and to collect further information and selling tips for the following year's work. This is the time when the implement man has a chance to reflect on the advisability of joining an association which will help him in his business, and which will furnish him information that will be to his benefit.

Have you, personally, Mr. Dealer, pondered on the needs of the present day and the demands that business makes of a man before he succeeds. The time has passed when capital alone was sufficient. Brains and Business are needed to win out nowadays and if you have the brains it is easy enough to get the business,—if you use those brains right. Give that gray matter another boost and turn its workings in the direction of Association Work. We venture to say that it will not be long before the trade association receives another recruit to its ranks.

A Special Line.

At this time of the year when the trade is beginning to slacken the best plan to keep your business vigorous is to take up one or two special lines. One of these is the farm scale. Has it not occurred to you that you could do a good business in this line just now? There are a hundred and one uses to which a farm scale can be put, but until you mention it, not one farmer out of a hundred will think of its necessity.

Farm scales are built in all sizes to weigh anything from a chicken to a cow or from a sack of potatoes to a load of wheat or hay. Their utility is so apparent that it is not an impossible task to interest a farmer in them. The fault that dealers make is in thinking that a farmer will come and ask for one if he needs one. But he does not know he needs one. It is your job to convince him that he does. A man can get along quite well without scales simply because he has been accustomed to do so. Did you ever notice an itinerant vendor of novelties who comes into your town and sets up his establishment on a soap box? In 20 minutes he is selling glass cutters, pocket or paring knives as fast as he can hand them out. The ordinary individual would never dream that he needed a glass cutter or a paring knife if the vendor had not convinced him that he did.

The same creed holds good in bigger things. A few years ago farmers never dreamt of using manure spreaders, and as for gasoline engines they were a luxury. Now a good trade is being built up simply by manufacturers and dealers proving that the farmer needed these things. The same has happened with hay presses, stackers, loaders, cream separators, cultivators, and many other farm tools.

So just get in line and handle the proposition. You'll find it will pay. It may be hard work to sell the first one but after you have once got them going the rest will be comparatively easy. Every year, farmers are complaining of false elevator weights. A scale on the farm would be the best check on the elevator man. The butcher's scales are not always to be trusted and to a man who raises cattle a good scale is a necessity. Don't be negligent. Don't wait until some other fellow gets the trade. Don't wait till the farmer finds out for himself that he needs a scale. If he does it's ten to one he'll get it from some one else.

Western Canada's 1908 Grain Crop.

The final 1908 crop report has just been published by the Dominion Department of Agriculture in the *Census and Statistics Monthly*. Manitoba shows the biggest total yield but Alberta the highest average per acre.

	Manitoba		Saskatchewan		Alberta		3 Provinces	
	Average yield per acre	Total yield	Average yield per acre	Total yield	Average yield per acre	Total yield	Average yield per acre	Total yield
Wheat.	17.0	50,269,000	14.5	34,742,000	25.3	6,842,000	16.3	91,853,000
Oats...	33.8	44,711,000	31.4	29,205,000	43.9	22,802,000	34.9	96,718,000
Barley.	25.8	17,093,000	24.1	1,952,000	29.9	3,881,000	26.3	22,926,000

A Good Location.

Did you ever stand in the main street of a big city or in any big street in any city and notice the people hurrying past? Did it ever strike you that there were more people walking on the one side than on the other? Take Winnipeg for instance. You can almost drive a buggy down the sidewalk on the east side of Main Street, but on the west side you couldn't wheel a go-cart without hitting about a hundred people a minute. And on Portage Avenue, every one seems to take the north side. It is the same in every city. On Broadway, New York, most every one seems to walk on the west side of the street, while the east side of State Street, Chicago's greatest thoroughfare, is the favorite. It is easily seen, then, that the value of your location would be increased if you were on the most popular side of the thoroughfare. You stand a better chance of doing business if a hundred people pass your

store as against twenty-five. So if you are thinking of moving your place of business or locating in another town be sure to notice which side of the street is most heavily thronged — and choose your location on that side. Better pay a little more rent than let the people "pass by on the other side." On the other hand do not lose sight of the fact that the right kind of man can, and does, make a beaten path to his place of business, no matter how unfavorably it may be located. This has been demonstrated too often to be gainsaid.

Increase Your Business.

Progress is the keynote of modern business, and if any man does not wish to be left behind he must take off his coat and work. Don't think that people will come into your store every time they come into town. If you want them to come in you must show them good reasons why it will be to their advantage. Not only that, but you must get out after the business. The mountain would not come to Mohammed so Mohammed arose and went to the mountain. If business does not come to you then you must get up and go after business. Make a circuit of the surrounding country. Visit the farmer; while you are there it is easy to see how his implement shed is stocked. It is easy to see if he wants a new wagon to replace his old one. Even though he may not want a new implement or vehicle just at that time you can make a note of the new goods he will want in the future. A good plan is to compile a list of future possibilities and keep it up-to-date. When you think the time is drawing nigh when So-and-so will want a new implement, see that he is well supplied with literature dwelling on that particular article. Send him a personal letter. Not an elaborate composition, but just a frank, unadorned communication informing him of your ability to fill his need and extend an invitation to call and inspect your stock. If he complies with your invitation then it is up to you to show him that you have just what he wants and, quality considered, can give him as good a deal as any other man.

Keep as keen an outlook for future possibilities as for present needs. You'll find that your vigilance will bring a golden recompense.

Estimated Grain Crop of Western Canada for 1909

The Dominion Department of Agriculture has just published in the *Census and Statistics Monthly* the estimates, compiled August 31st, of the 1909 Grain Crop for the three Prairie Provinces. The following are the figures :—

	Manitoba	Sask.	Alberta	Avg.	Total
Wheat.....	52,903,000	85,566,000	10,816,000	21.70	149,285,000
Oats.....	59,103,000	88,896,000	39,803,000	46.29	187,802,000
Barley.....	22,404,000	4,901,000	6,588,000	33.32	33,893,000
Total for each Province.	134,410,000	179,363,000	57,207,000		370,980,000

The Value of a Coat of Paint.

Did you ever stop to think how much you were losing by letting your store go without paint for many years after its erection. In a good many cases when a dealer starts business in a new town all his available capital is invested in land, buildings and implements, with the result that his warehouse goes unpainted for one, two, three years or even for all time. It is a big mistake to put off the painting of a wooden building even for a year. One winter will do more damage to wood work than the cost of several coats of paint would cover and a wise man will paint his warehouse even though he has to economise in another direction. If you have not already painted your place of business "do it now." This is the best season of the year to paint a store or warehouse. A great many people run away with the idea that the spring is the only time to paint, but it is not so. Here are a few reasons why the fall is the best time of all, given by a prominent paint manufacturer:

1. In the fall the surface is thoroughly dry. During the spring, a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.

2. When the wood is dry, it absorbs more of the paint; the paint penetrates deeper into the wood, therefore gets a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

3. Paint cannot be as successfully applied in damp, cloudy or unsettled weather as in warm, sunny weather. In the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of painting should never be allowed to go over the winter without this protection.

5. It is easier to keep the winter's moisture and dampness out by applying a coat of paint in the fall, when the surface is dry, than it is to get moisture and dampness out of the wood if you want to apply a coat of paint in the spring.

By giving your house and other buildings a coat of paint this fall you are securing every advantage of favorable weather conditions, the paint will secure a firmer grip on the surface, be less liable to blister and suffer less damage from flies and gnats.

Don't overlook these facts.

September and October are ideal months to paint, and your buildings need paint protection more in winter than at any other season of the year.

An Appreciation.

On arriving at the office the other morning we found cause for great rejoicing; a case of select peaches, sent to us from Summerland, B.C. The generous donor proved to be Mr. D. H. Watson, formerly with the Winnipeg Branch of the Massey-Harris Co., and later with the Brandon Machine Co. For the past year Mr. Watson has been with the Summerland Development Co., of Summerland, B.C., from whence came the velvet skinned fruit. We extend our thanks to Mr. Watson and assure him that his gift was greatly appreciated.

Personals.

A new implement business has been opened at Carman by Morrison & Eby.

Alex. Duncan commenced business last month at Candia, trading in implements and feed.

Mr. M. D. Bacon, of Francis, Sask., has been succeeded by Gough Bros.

At Montmartre, Sask., J. V. Hudson commenced business as an implement dealer.

Mr. John Crawford, of Neepawa, Man., spent a few days in the city during September.

Mr. J. A. Morcombe, of Cypress River, Man., was in the city for a few days.

Jas. A. McLean and Jno. Devlin, who formerly ran an implement business at Strathclair under the firm name of Devlin & Co., have dissolved partnership.

From Redvers, Sask., comes a new name to be added to the list of Western Canada Implement dealers. Mark Yeomans has just commenced there.

Mr. R. E. Scott, of Brandon, formerly a traveller for the Brandon Machine Works Co., has taken the road for the Stewart-Nelson Co.

Mr. John Hoss, sales manager of Deere & Co., Moline, Ill., has just returned home, after a ten days' visit to the John Deere Plow Co., Winnipeg.

Mr. R. B. Lourie, sales manager for the Deere & Mansur Co., Moline, Ill., spent a few days with the John Deere Plow Co., of this city.

Mr. H. H. Hurd, secretary of the Ontario Wind Engine & Pump Co., is visiting the Western Branch. Before returning he intends to journey on to the coast.

Mr. W. Antliff, manager of the Melotte Cream Separator Co., is on an extended trip west, during which he will take in the fair at Seattle, Wash.

Mr. W. H. Shrieber, manager, and Phillip de Bold, superintendent, of the Canadian Potato Machinery Co., of Galt, Ont., recently paid a visit to the parent factory at Hammond, Ind.

Mr. J. E. Ruby, of Smith's Falls, Ont., acting general manager of the Frost & Wood Co., has just gone east after spending a week in the city. Mr. Ruby was getting 1910 estimates for this territory.

Mr. Joseph Balfour, one of Western Canada's veteran imple-

ment men has got back into harness again, having joined the travelling staff of the Stewart-Nelson Co., looking after the Southern Manitoba territory for them.

Alf. T. Glover, who was formerly with the Massey-Harris Co., has joined the road staff of the American-Seeding Machine Co. Mr. Glover will take the Regina district as the scene of his labors.

Mr. Geo. Sanford, who has been connected for a number of years with the collection department of the P. & O. Plow Co., has taken charge of the collection department of the Canadian P. & O Co., with headquarters at Winnipeg.

Associated with him in the Realty Exchange are Messrs. M. Beynon, who for a number of years was with the Nichols & Shepard Thresher Co., and latterly with the P. & O. Canadian Plow Co., and W. G. Parsons, until recently with the McLaughlin Carriage Co.

Mr. W. J. Brandon, who was formerly the mechanical demonstrator and instructor at the Manitoba Agricultural College severed his connection with that institution in order to enter the service of the Avery Co., Peoria, Ill. Mr. Brandon will take charge of the testing and designing work on the Avery Co.'s gasoline engines.

The Winnipeg branch of the E. N. Heney Co. has been transferred to permanent quarters in the old Grain Exchange building, on the corner of Elgin and Princess, formerly occupied for many years by the Frost & Wood Co. In the new business there is ample room to display their line of carriages, cutters, harness, blankets, robes, etc. Mr. Knight will be on hand to receive visiting dealers.

H. H. Gracey, who for the past two years has covered Western Canada for the Dominion Carriage Co., of Toronto, Ont., has joined the road staff of the Canadian Moline Plow Co., Winnipeg. Mr. Gracey's won't-come-off smile is well known throughout our territory. H. H. we wish you success.

The Hero Manufacturing Co. have increased their capital stock from $100,000 to $250,000. We understand that this increase was rendered necessary by the rapid increase of their business, and also by the fact that they have purchased the Canadian rights of the Hero White Cloud Washing Machine, which they intend to manufacture and sell through the dealers in Western Canada. Except for the latter addition there is no change in the business and they expect to be in better shape than ever to take care of the trade.

Mr. and Mrs. Wm. Bourke, of Brandon, have just returned from a very enjoyable trip to the Alaska-Yukon Exposition at Seattle, Wash. The trip was a prize offered some time ago by the Brandon branch of the International Harvester Co. to the implement dealer in their territory who sold the most manure spreaders within a given time. Mr. Bourke in selling sixteen headed the list and was awarded the prize. This is Mr. Bourke's first year as a dealer, but he is well-known to the trade, having been on the road for several years. Last year Mr. Bourke won the $100 cash prize offered by Canadian Farm Implements for the most popular implement traveller in the province of Saskatchewan.

Z. K. Carson, who has been manager for the P. & O. Canadian Plow Co. since the organization of that concern, is severing his connection with the P. & O. Co. to give his entire time to the American-European Realty Exchange, of which concern he is president. We understand that the P. & O. Co. wished to transfer Mr. Carson to an equally good position in the south as soon as the transfer to the International Harvester Co. of their Canadian business had been completed, but he felt that the chances for advancement were greater in the Canadian West than anywhere else. Rumor has it that by the time this reaches the hands of our readers Mr. Carson will have taken unto himself a Canadian bride.

Obituary.

It is indeed with feelings of deep regret that we notice the death of the wife of one of our fellow dealers. On September 25th, Mrs. W. E. Hall, of Calgary, passed away, after a short illness. We extend our sympathy to the bereaved husband, and to the infant girl thus left motherless.

Professor for Manitoba Agricultural College.

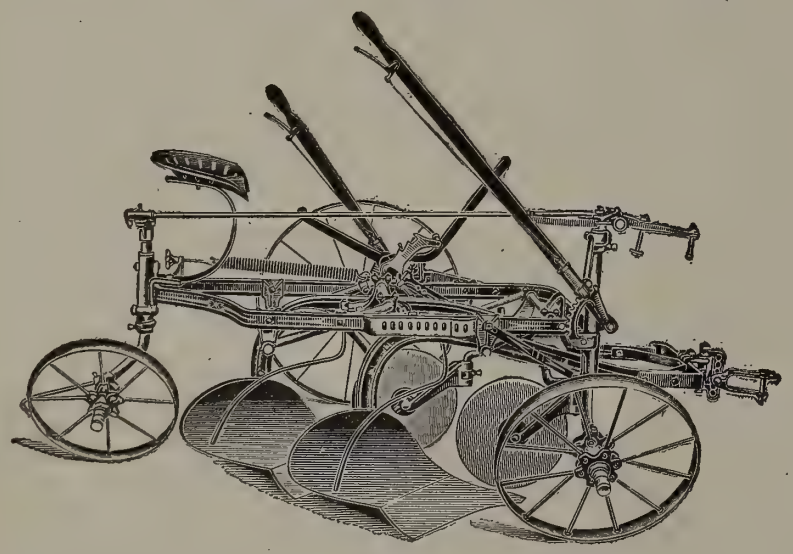
The Board of Directors of the Manitoba Agricultural College announce the appointment of Professor L. J. Smith, of Michigan Agricultural College as Professor of Mechanics.

Professor Smith is a Canadian by birth, a graduate of the Michigan State College, and for the past three years has filled the position of Chief of the Department of Agricultural Mechanics in the Michigan Agricultural College.

Professor Smith has had a great deal of experience in mechanical engineering and we learn that he has paid special attention to that branch dealing with agricultural machinery, and the construction and use of lightning rods, also the installation of water supplies for farm buildings. He will enter on his new duties at an early date.

Item from an Iowa rural paper: "A carload of bricks arrived here yesterday for a walk through the new park."

NEW ECLIPSE PLOWS



It is time to think of 1910 Plows, and naturally you will have to look around.

Do not fail to investigate the "New Eclipse," as we know we can convince you that they are the best.

No good point is omitted and the many exclusive features make the "New Eclipse" just what we claim—

"The Perfection of all Riding Plows"

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.

General Agents, WINNIPEG.

HERO GRAIN SEPARATORS

Captured the 1909 Business.

Sold through the Trade only.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Hero Manufacturing Co. Ltd., Winnipeg.

Get Together.

We cannot too strongly advise the dealers in every town of Western Canada to get acquainted with each other. This will be of mutual benefit. Do not continue to give away your profits by cutting prices, through a belief that what the purshaser says is true, when he tells you that your competitor has offered to sell a similar implement at cost. This is not business. The very people you sell to, laugh and dub you "a sucker" for it.

Meet your competitor half way. He, like yourself is human. He is not running his business for the good of his health. Why not ask him to lunch with you or spend an evening at your home? Try this and you will get results. A little friendly spirit may work wonders, but walking around with a chip on your shoulder will do no good to anyone, least of all yourself.

The Government Annuity Scheme.

In our July issue we made brief mention of the Government's annuity scheme, and the extremely satisfying progress it was making in the eastern provinces. It is now being systematically introduced to the consideration of the West.

It is not for us to enter into the details of the plan. These can be examined at leisure from the Government booklets now being distributed, but there are one or two points that strike us as of great interest and importance.

There are many different plans by which a person can under the Annuity Act lay by from present affluence a provision against want and suffering in old age. A person can lay by a lump sum at any year and increase it by similar sums at any time, or make weekly, monthly or annual payments or combine all these forms of investment, drawing his annuity from the accumulations at the age of 55 or 60. In case of the demise in the mean time the heirs receive the capital with 3 per cent. compound interest added.

Age does not debar a person from becoming an annuitant. The investment at any age of a lump sum and the payment of an annual premium until the age of 60 will secure a substantial annuity, also; a person now at the age of 55 or over who has a few hundred dollars may invest in an annuity. The first instalment of the annuity being payable three months after purchase. To many people who begin to feel that the autumn of life has set in, this safe and sure investment and assurance against penury will brighten the future and bring sunshine where all was before cloudy.

But it is to the young people that we hope the scheme will particularly appeal. The habit of thrift is invaluable and character formed of greater moment than the monetary consideration ultimately in view.

No better advice can be given to young and old than to thoughtfully examine into the great advantages offered to the people of Canada by this absolutely safe annuity scheme. In two words, digest and invest.

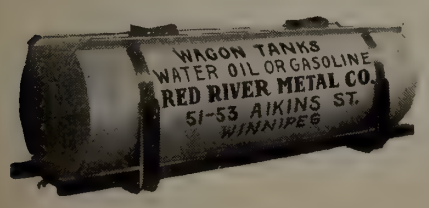
The above illustration is one which will doubtless hold much interest for our readers for its historic value. Here is shewn grouped together five of the men who have done much to develop the West; have spent their lives in the service of the land of promise. The names of these men; true pioneers of equity, law and religion are given herewith:

LORD STRATHCONA, the Pioneer of Western development.
REV. FATHER LACOMBE, the Pioneer Missionary of the West.
HON. G. H. V. BULYEA, the First Governor of Alberta.
HON. A. C. RUTHERFORD, the First Premier of Alberta.
MR. C. C. CHIPMAN, Chief Factor of the Hudson's Bay Co.

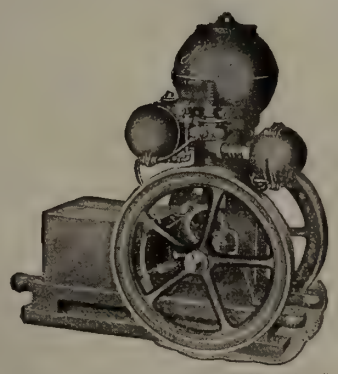
Aeroplane Building.

It is a well known fact that many American vehicles manufacturers are taking up the building of automobiles, some having deserted the horse-drawn vehicle altogether. We have yet to hear, however, that any of our carriage manufacturing neighbors to the south have taken up the manufacture of aeroplanes. In this the carriage builders of London, England, have been more progressive, for a report comes from across the water of two British firms who have taken up the building of flying machines. Of these two, says Carriage Monthly, C. S. Andover, Ltd., of London, W.C., is, perhaps, the most widely known. This firm has undertaken the construction of an aeroplane for an English inventor whose name is not yet made public.

The other concern is the well-known firm of Atkinson & Phillipson, of Newcastle-on-Tyne, who are constructing an aeroplane to the order of a Mr. Nyborg. No details are yet given as to the principles and construction of these new machines.



SECURE THE AGENCY for the EASY SELLING MANITOBA LINES



7 H. P. Hopper-cooled Vertical Portable Engine.

GASOLINE ENGINES (in all sizes) from 2 to 45 horse power, **Stationary, Portable** and **Traction.**

WINDMILLS—Power and pumping for light or heavy work.

PUMPS — Wood and iron, single and double acting, including the famous Hayes and Peters pumps.
Brass and iron cylinders.

GRAIN GRINDERS, Steel Saw Frames, Steel and **Wood Tanks.**

Remember we are Manufacturers, not jobbers. Write to-day for Free Catalogue and terms to dealers.

THE MANITOBA WINDMILL & PUMP CO., LTD.

BRANDON, MAN., AND CALGARY, ALTA.

Calgary.

Mr. Wm. Hargraves, who is well known as an implement man at Kamloops, B.C., was in the city for a day on his way to the Irrigation Convention at Lethbridge.

Mr. Ed. Cahill, manager of Grey-Campbell Ltd., Winnipeg, was a business visitor in Calgary early in September. He was very well pleased with 1909 trade and after the new organization for 1910, considers the prospects of their firm very favorable.

Mr. Berkey, manager of the Canadian Moline Plow Co., Winnipeg, spent several days with the local branch recently. He also visited Banff before he returned to Winnipeg.

Mr. W. M. Jamieson, who for the past year has been agent for the Frost & Wood Co., Ltd., at Calgary, spent a couple of weeks in Ontario at different wagon and carriage factories. He also completed arrangements to do a jobbing business for Alberta in wagons and carriages and his headquarters will be at Calgary. Mr. D. McKillop, a well-known machine man, will handle the travelling and sales end of the work for Mr. Jamieson.

Mr. F. Whitcombe, superintendent of the Frost & Wood Co.'s factory at Smith's Falls, spent some weeks investigating conditions in Alberta. Accompanied by Mr. W. E. Hall, general agent at Calgary he visited Edmonton, Strathcona, Stettler and several other points, afterwards spending several days in Calgary. Mr. Gilroy, of the experimental department of the same company at Smith's Falls, also spent a couple of weeks at different points in the province.

Mr. F. A. Kaufmann, general manager of the collection department and Mr. J. F. Jones, general manager, of the Canadian branch of the International Harvester Co., were business visitors at the local branch recently. The International people have finally completed arrangements for the erection of a fine new warehouse here, to be built on the corner of 10th Avenue and 2nd Street, West. The new building will have a frontage of 125 feet on 10th Avenue and 110 feet on 2nd Street, and will consist of four stories and basement. It is situated on one of the C. P. R. spur tracks and is an excellent location, being just one block east of the J. I. Case Co.'s warehouse.

The preliminary building permit was for $75,000, and they expect to have the building completed for occupation about December 1st.

The Massey-Harris Co., Ltd., have found it necessary to make a very large addition to their Calgary premises and are at the present time doubling their office and show-room capacity. When completed they will have the largest and most commodious offices in the West.

Mr. Jas. Tudhope, of the Tudhope Carriage Co., Orillia, was an eastern visitor to Calgary recently.

Mr. W. G. Hunt, manager of the Massey-Harris Co., Ltd., has been spending considerable time recently on the railroad. After visiting a good portion of their Alberta territory, he left on a combined business and pleasure trip to Ontario, where he will visit the different factories of his company. He is expected to return about the middle of October.

The present month will see the annual exodus of machine and implement men to British Columbia. Settlements and contracts are usually made during October and this year is no exception. Among those who intend taking the trip will be J. A. Latimer, of the Cockshutt Plow Co.; H. A. Dunn, of the John Deere Plow Co.; W. E. Hall, of the Frost & Wood Co.; J. A. Brookbank, of the International Harvester Co., and E. M. McCammon, of the J. I. Case T. M. Co.

H. A. Dunn, manager of the John Deere Plow Co.'s Calgary branch, made a short trip through British Columbia in September, afterwards going to Winnipeg to consult the officials there regarding the 1910 organization and business. Mr. Hill, another of the John Deere Plow Co.'s Alberta staff accompanied him.

Conditions for harvesting and threshing have been ideal this year in all parts of the province of Alberta. The weather has been fine almost continuously—there having been very little rain, with the result that there has been no hitch in harvesting and threshing operations. Crops are turning out very well in nearly all districts and there are a number of record yields. We do not think, however, that there are as many enormous yields from individual sections as was the case in 1908—but taking the entire province as a whole we are sure the average is going to be considerably higher than last year and the sum total very much larger. The fine weather which has been the means of assisting the harvest and threshing has not been so good for plowing, being so dry, but nevertheless there will be a large increase this year in the amount of fall plowing done. The fall wheat has done splendidly, and it is doubtful if it ever received a better start than it has this year.

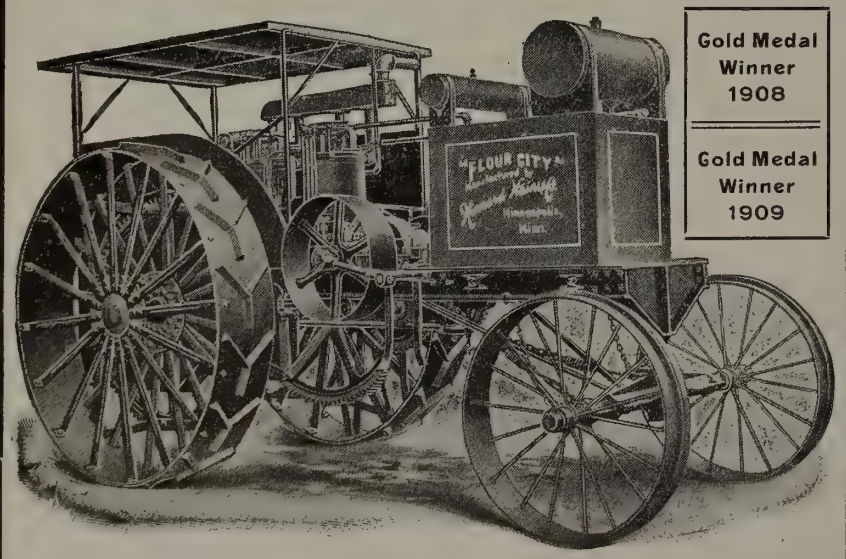
The receipts of the Calgary Street Car System for the month of September totalled $10,300 and after allowing for all expenses, interest and sinking fund there will be a net profit which approximates $5,000. This is rather a good record, for the system has only been operating three months and has had only twelve cars running. It has proved profitable from the first week and is certainly a splendid example of successful municipal ownership, when handled on a business basis.

On October 1st Earl Grey laid the corner stone of the new Alberta parliament buildings in Edmonton. It was a gala day in every respect—weather—crowds—sentiments and all. Excursions were run from all over the province, nearly 250 people going from Calgary. Several of the local implement men were included in the number, and we understand that a large number of the retail dealers throughout the province also took a holiday and spent it viewing the event. It might not be out of place to mention that the sod was broken a couple of days previous for the new Alberta University at Strathcona, and both buildings are going to be the best possible, and a credit to Canada, and Alberta in particular.

A TWICE TOLD TALE

THE "FLOUR CITY" TRACTOR

WINS AGAIN in the MOTOR CONTEST



Gold Medal Winner 1908

Gold Medal Winner 1909

In the International Motor Contest held at Winnipeg, Man., from July 7th to 17th, 1909, the **Gold Medal was again awarded** the "Flour City" Tractor.

The "Flour City" is a four cylinder, four cycle engine of the most modern design and construction, with the multiple cylinders and large diameter drive wheels, we have developed a tractor of maximum power with minimum weight, which is a desirable feature in a general farm engine.

The winning of the **Gold Medal in 1908 and again in 1909** speaks volumes and should be convincing evidence to prospective purchasers, that the "Flour City" Tractor is **The Best.**

CATALOGUE SENT ON APPLICATION

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

or Dominion Sales Agents:

Ontario Wind Engine & Pump Co. Ltd.,

WINNIPEG TORONTO

New Plant for the Dain Mfg. Co.

The Dain Manufacturing Co. is erecting a new plant at Welland, Ont. The new factory will have excellent shipping facilities both by water and rail, for a large dock is practically completed on the Welland Canal and there are switch connections with all the railroads centering at Welland.

Don't judge a man's worth by the size of his pay envelope.

VAN BRUNT DISC DRILLS

Are Made to Make Good. THEY DO.

We Sell Direct to Dealers

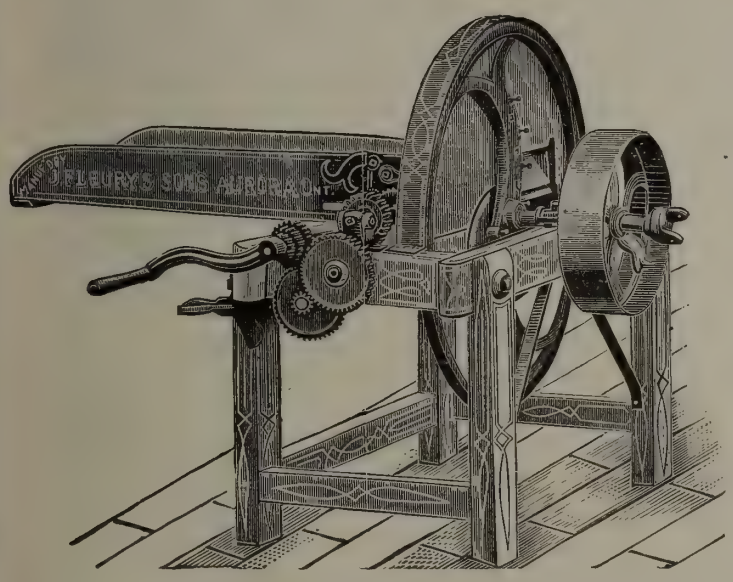
We Sell Direct to Dealers

Contracts for Next Season Depend Much on Satisfied Customers Last Season and for Many Seasons

The Name VAN BRUNT Spells Satisfaction in Seeding Machines.

We are sales agents in Western Canada for FLEURY'S Famous

STRAW CUTTERS, "RAPID-EASY" and "GOOD LUCK" GRINDERS



This line of Straw Cutters range in size from 8 inch hand machines to 14 inch 12 h.p. machines, comprising the largest and most dependable line ever offered the Canadian trade.

These Grinders will do more and better work than any other grinders of corresponding sizes.

Fleury's is the most complete line of grinders made in Canada both for home and custom work.

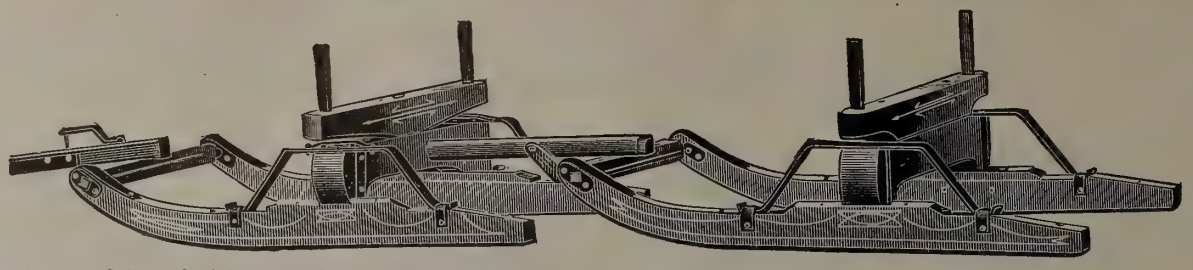
Ask for Our Straw Cutter and Grinder Catalogue.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

FARM SLEIGHS



Made in Three Sizes: 2 in., 2½ in., and 3 in. Runners with Steel Shoes and 2 in. and 2½ in., Runners with Cast Shoes
Our Logging Sleigh is made with 3 in. Steel Shoes, 5 ft. Bolsters, and heavy Cross Chains.
These Sleighs are built right and made from A 1 material.

The Brockville Line of Cutters

No. 210 SPRING PORTLAND

The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit:—

GEARS—
- XXX hickory knees, beams, runners, fenders and shafts.
- Steel braces and steel channel shoes.
- Shifting rod on detachable bar shafts.

BODIES—
- White ash frames.
- Three-ply dash.
- Panels glued and screwed to frame.

TRIMMING—
- Best grade plush or wood dyed cloth.
- Spring backs (removable).
- Spring cushions.

NICKEL PLATING ON BRASS. ***GUARANTEED NOT TO RUST.***

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

IF YOU WANT THE HAY PRESS TRADE

Look at the Advantages possessed by this Dain Pull Power Press

No pitman for the team to step over or be crippled by.

Compound leverage power makes light draught.

Large feed opening and big hopper making it easy to feed and big capacity.

Automatic Rocker tucker folds every overfeed, makes nice, smooth, square ended bales, the kind that pack close in cars and bring highest price on the market.

Bales can be tied from one side of the press, no getting down on knees or climbing over or running around machine to wire the bales.

Bales delivered in front out of dirt and chaff instead of in opposite direction like the pitman push power press does.

Can be coupled close together (telescoped) for moving.

Being built on the Pull Power Plan it can be set at the middle of a stack. One less man is required on the stack to pitch the hay to this Press than to the push power Press, which must be set at the corner of the stack.

No heavy pitman to rebound or jerk the tongue—this press will not give your horses sore necks.

It is all steel and iron, simple and durable.

Full circle, two strokes to each round of the team.

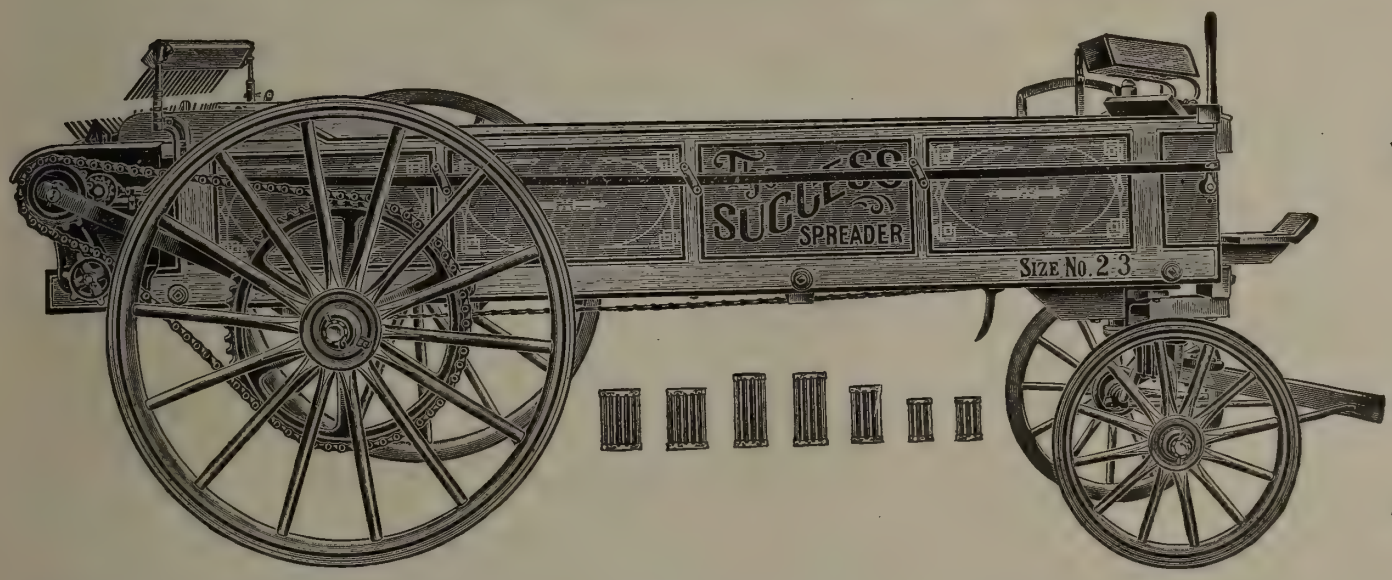
The smoothest running, lightest draft, fastest baling Hay Press made. No toggle joints or other complicated contrivances to quickly wear out, break or waste power.

THE DAIN AT WORK

When you handle a Hay Press you want a durable, dependable Press that has labor saving, money making features, in the DAIN Pull Power Press you get all these features, you get the latest, up-to-date best Press made.

The Light Draft Success Manure Spreader

TAKES ANOTHER STEP IN ADVANCE



Frame made entirely of Hard Wood—not Pine.

Seven Sets of Roller Bearings Settle the Matter of Draft.

For many years the "SUCCESS" has been considered the typical manure spreader. It was first in the field. It had choice of necessary features. It tested and proved and patented for its own exclusive use all of the worthiest devices. And now it takes another step—a most important step—in advance of all other spreaders.

By its equipment with seven sets of roller-bearings—one set in each wheel, one at each end of spreading cylinder and one in cylinder driving mechanism—there is no question but that the Success **Runs a Horse Lighter than any other Spreader.**

All 1909 "SUCCESS SPREADERS" will be equipped with these roller bearings. It is a feature we have been working on for years and its value to spreader users cannot be over-estimated. The cold-rolled steel roller-bearings at the same time **Save the Horses and Save the Machine.**

The roller bearings do away with all friction and wear in the working parts; they lessen the shocks and strains from driving over rough, uneven ground; the entire machinery runs with less power, consequently with less breakage; they cause the Spreader to run almost as smoothly and evenly as a stationary machine.

A Deere Agency gives you control of the SUCCESS, the Best Spreader ever built.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

Brandon.

Mr. J. G. Humphry, one of Griswold's implement dealers is visiting the city.

Mr. J. G. Kelly, of Merrill & Kelly, Souris, is in Brandon, as is J. Kippen, of Carlyle. Mr. Kippen reports that there is every prospect for both good trade and collections in his district this fall.

Mr. W. I. Elder, of the big Kelly barn is retiring from the livery business and is going to devote the whole of his time and energies to the importation of horses. His stock is to be sold by public auction on October 15th.

Mr. A. Kelly, representing H. Walters & Sons, manufacturers, of Galt, Ont., was a visitor to Brandon. This is his first visit to the West and he is greatly pleased and surprised at the general appearance and prosperity of the country and the opportunities presented for advancement.

Mr. Chas. Fraser who was the manager of the Brandon Summer Fair, has severed his connection with the board. Mr. Fraser will still act as secretary for the Winter Fair.

Mr. W. A. Cameron, formerly the Brandon agent for the Massey-Harris Co., visited the city on a business trip. Mr. Cameron is now in the wholesale business in Winnipeg, and in his opinion the outlook for fall and winter trade is excellent. He has many friends and is always a welcome visitor to Brandon.

Mr. J. C. B. Inkster, agent for the Frost & Wood Co., in this city, visited Winnipeg last week.

Mr. R. Simpson, president of the Board of Trade, at Guelph, Ont., was a visitor to the city recently. He is out on a prospecting trip and was much pleased with Brandon and its outlook for a manufacturing and jobbing centre.

Mr. E. F. Hebden, general manager of the Merchants Bank, visited the city on his return from Edmonton and other Western towns. Mr. Hebden was greatly pleased with the general prosperity of the farmers and was surprised at the large quantity of grain being harvested, which went to show that Brandon was the Agricultural centre of the West, and to assure its future progress.

The price of Brandon real estate is still on the advance and is wanted even at the high prices prevailing. A 25 foot lot on 10th Street was sold this week at $400 per foot. We understand that Georgeson & Co., wholesale grocers, are going to open a branch house here which is expected to be in operation on the first of January.

Threshing in this district is about completed and the farmers are now busy drawing their grain to the elevators. Very little of it, however, is being sold.

Reports are coming in of some big yields. E. W. Hanna, proprietor of the Imperial Hotel, who has a large farm at Griswold, threshed 10,000 bushels of wheat, 9,000 bushels of oats, and 3,000 bushels of barley. The wheat all graded No. 1 Northern and went 25 bushels to the acre. R. McPherson, another large farmer near Brandon harvested a crop of wheat from his summer fallow which averaged 38 bushels to the acre, and grading No. 1 Northern was sold for 95 cents per bushel.

The fall trade in plows is fairly good here. Collections, however, are backward, but we look for a large percentage being paid in full when the grain begins to move.

Threshing on the Experimental Farm has been completed and the gasoline traction engine is now being used for fall plowing. The wheat on the summer fallow at the farm averaged from 25 to 35 bushels to the acre. The new Marquis wheat, which has been under test for three years came in earlier than the Fyfe and yielded 50 bushels to the acre.

The Winter Fair Board, finding their present building much too small have asked the city council to purchase the land extending fifty feet to the north, and to erect thereon an addition 72x120 to the present building, at a cost of $8,500. The council have acceded to this request and on October 15th a by-law vote will be taken authorizing the council to issue debentures for that purpose. The building would be used by the city for storage purpose and market, when not wanted for the Fair.

Brandon will soon be equipped with a gas supply system. The mains for street service have already arrived and the work of laying the pipes will begin at once. The company expect to commence the manufacture of gas in a few weeks.

The walls of the new court house are nearing completion, and the contractors expect to have the roof on and everything enclosed before the winter comes so that work on the inside can be continued during the cold weather.

The C. N. R. are completing arrangements for a daily train from Regina to Winnipeg via Brandon which will add considerably to the importance of Brandon as a railway centre.

In view of the many close calls at the railway crossings on 18th Street the city council have instructed the city engineer to prepare plans for a subway and overhead bridge across the G. N. & C. P. railways. The probable cost is $100,000 and of this the city would have to contribute one-third.

The new extension of the C. P. R. depot is nearing completion. It is to be occupied by the Dominion Express Co., and is expected to be ready for occupation before the cold weather comes.

The ironwork on the first street bridge is nearly finished, and when the abutments are filled in and graded it will be ready for traffic.

A new Methodist Church is being built on the corner of 15th Street and Victoria Avenue. The corner stone was laid on October 5th by Mrs. Stephen Clement, who is one of the oldest members of the Methodist Church in Brandon.

A new convent is to be erected on the corner of 1st Street and Victoria Avenue at a cost of $50,000. The first sod was turned some days ago and the foundation is expected to be finished before the winter.

A New Vehicle Needed.

A rapidly increasing practice is coming into vogue in many parts of the Western Provinces. This is the establishment of a central graded school, instead of a number of small ones. The advantage of this system is obvious. In a small school house one teacher is expected to take care of pupils in every stage of educational proficiency. As may be seen, this is a great strain on the teacher and if one teacher is put in charge of one grade the improvement is obvious. The central school has just as many teachers as the smaller ones for the same number of pupils, but with the advantage of each teacher being able to concentrate his or her energies on one particular grade. This system was long thought undesirable in the West because of the great distance that some of the scholars would have to travel to school. Lately, however, some of the school districts have provided a conveyance which makes a circuit of the adjacent farm houses and collects the children, bringing them to school. In the evening it leaves the school house when school is over and conveys the pupils to their respective homes. The new plan is said to be working admirably. It enables the school trustees to provide much better buildings, gives a better opportunity to the teachers and obtains better results from the pupils. Incidentally it also effects a reduction of the school taxation.

The gist of the matter is, that this rapidly spreading scheme has created a new demand—a demand for a wagonette or bus, capable of carrying say, a dozen children, with a seat for the driver and a strong water-proof cover. The vehicle must be strong enough to withstand the bumping and jolting of rough country roads, yet have easy-riding qualities. It must also admit of a change from running gear to sleighs, and last, but not least, it must be cheap.

Unquestionably, the demand for this vehicle is yet small but it is bound to grow and it will only be a matter of time before the system will spread over the entire West and it is up to the manufacturers to see that when the demand comes the supply is ready, and it is up to each retail dealer to get in touch with some manufacturer who can supply the necessary vehicle. Don't wait until you are asked for it. Find out where you can get the vehicle so that when the system is inaugurated in your district you will know where to get it and be able to quote prices.

A New Consignment.

Not many years ago the implement dealer sold his new buggies with pride at their utility as conveyances. Nowadays he is beginning to dabble with the automobile. How long will it be before he tries out the first of his consignment of aeroplanes?

Thanksgiving Day.

Thanksgiving Day has been named for Monday, the 25th of October. We have had a good season and a good harvest and we have plenty to be thankful for this year. Don't let the day pass by without some acknowledgment of the goodness of an All Potent Power who has bestowed prosperity upon us. In a good many rural districts in the West the day passes by unacknowledged and unhonored. Don't let your village be one of these.

A Dearth of Harvest Help.

From all parts of the West is coming the cry for "more men, more men." The labor scarcity this year is very great and many farmers have been compelled to thresh without stooking. Fortunately the weather has been on the whole very dry and no great damage has resulted to the unstooked crops. "There is no great loss without some gain" and it may be that the lack of farm labor will serve as a spur to urge on the inventor in his perfection of mechanical labor. This year has demonstrated still more the need of the automatic stooker. We are still hoping that before the next harvest is ready to be gathered some manufacturer will have on the market a contrivance which will take the sheaves from the binder and place them on the ground in stook form. The perfect stooker must be entirely mechanical, and not require an extra man on the machine. Of course, such a machine will require extra power to operate, but the majority of the agriculturists would be only too willing to put on an extra horse, if by so doing they would become independent of hired help. Even from the financial point of view their opinions are still the same. A horse is much cheaper to keep than is a hired man who must be paid from $2 to $3 per day. We don't need flying machines half as much as we need self stookers. Wake up, ye contrivers and originators, and give us the self-stooker. We need it.

Regina.

In my notes for your September issue, says our Regina correspondent, I spoke of the splendid weather we had had for the ripening of the crop. At the time it seemed almost ideal, there was a great deal of moisture in the ground and it did not seem at the time possible, under the existing conditions, that we could have any weather that could ripen the crop too rapidly. Such, however, has proved to be an erroneous impression. It was not until the farmers began to cut the crop that they realized this. In shelling out a head it was found that there were some very lean grains, and they began to see that the very hot weather accompanied as it was on two or three days by hot winds, had told its tale in the filling of the heads.

In this district threshing was general by September 6th, and has continued with very slight interruptions since that date. Some outfits are working somewhat short handed, owing to the difficulty of securing enough men. The result of this will be the building of more portable granaries and the grain will not be rushed to the elevators quite so rapidly. This, however, will be all in favor of the railway companies and quite possibly will work for the ultimate benefit of the farmers.

It is not possible to form an accurate estimate of the average yield. A good deal of the stubble in this district will average twenty-one or twenty-two bushels to the acre and will grade No. 1 Northern. This is certainly an excellent yield, but for some reason the breaking and backsetting and the summer fallow are more disappointing in yield in proportion to the straw and general appearance of the crop than the stubble. Fields that looked splendid and that were generally estimated by good judges to average from thirty to thirty-five bushels per acre are threshing out about twenty-five, and it is hard to understand the reason for this.

In a few of the districts that were damaged by hail the crop made a wonderful recovery, a second growth coming on, and the frost held off so well that these will return a fair half crop.

In Regina city the first frost that did any damage to even the tenderest plants was on the night of Sept. 22nd.

The great rush in harvesting machinery that prevailed a month ago has quieted down recently. The number of threshing machines sold was quite unprecedented and every dealer here was sold right out, and some of them were not able to fill all their orders. The demand for wagons too, was very great, and a short time ago there was not a wagon of any description to be bought in the city. Some large shipments have, however, been received recently and the supply has about caught up with the demand.

If the same favorable weather that we have been enjoying for some time past continues, threshing will be finished early in a great many districts in spite of the fact that there is a shortage of men. This will make it possible to do far more work on the land this fall than is usually possible, and it is badly needed in some districts, as owing to the very hot weather in summer it was not possible to work the summer fallow as well as could have been wished. This will certainly create a good trade in all such farm implements as disc harrows, disc plows, harrows, cultivators and such like, and the dealers are looking for an active demand this fall.

Wild oats are very much on the increase in certain districts and farmers are beginning to realize that they will have to sow timothy, clover and other pasture and hay crops to get their land in a good state of cultivation again. This will mean the keeping of more stock, a condition that cannot work but for the ultimate good of the country at large.

O.K. Canadian Two Horse
ELEVATOR DIGGER

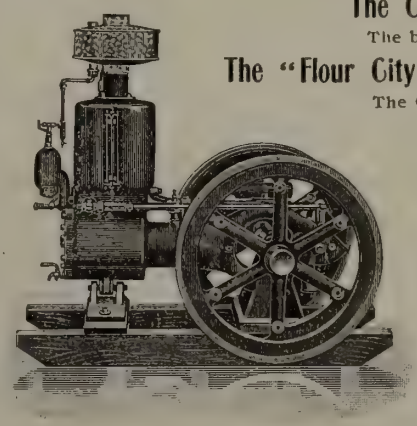
Satisfaction Guaranteed.

Catalogue for the asking.
Write for prices and terms to-day

CANADIAN POTATO MACHINERY CO. LTD., GALT, ONTARIO

WE ARE TOO BUSY
RUSHING OUT GOODS THIS MONTH
TO WRITE LONG ADVERTISEMENTS

We wish however to remind you that we are Headquarters for



The Canadian Airmotor
The best Wind Mill made

The "Flour City" Traction Gasoline Engine
The Gold Medal Winner

The Stickney line of Stationary and Portable Gasoline Engines
The Simplest and Best

The Aylmer Wagon and Stock Scale
Every Farmer should have one

We carry the largest variety of Iron and Wood Pumps in the West—Aylmer and Toronto, in single and double acting.

Our new line of Grinders and Saws are winners.
Rush in your orders. Get our new catalogues.

ONTARIO WIND ENGINE & PUMP CO.
Limited
WINNIPEG, MAN.

Distributing Agencies: Regina, Saskatoon, Calgary, High River, Wetaskiwin, Edmonton

Edmonton.

Mr. J. A. Brookbank, the Calgary manager of the International Harvester Co., is spending a few days here.

Mr. Jas. Henning, inspector of agencies for the Massey-Harris Co., is at present visiting Edmonton in the interests of his company.

Mr. James Latimer, manager at Calgary for the Cockshutt Plow Co., was a visitor to the city last month. Mr. Latimer reports having done a large business for his firm in Southern Alberta.

Mr. Robt. Hoar, of the firm of Beals & Hoar, of this city, paid a flying visit to the town of Bruderheim where he reports having a very pleasant time with his old friends.

Mr. Thos. Bellamy, of the Bellamy Co., made a trip recently down the C. N. R., stopping off at several places en route. He reports that at the points he visited evidences of great prosperity were visible.

We regret to report that Mr. W. J. McCallum, manager of the International Harvester Co.'s Edmonton branch, has been confined for some weeks with an attack of typhoid fever. We trust that we may soon see him again amongst the implement fraternity here.

Mr. C. O. McKeown, representing Wm. & J. G. Greey, who are manufacturers of flour mill machinery at Toronto, visited the city. Mr. McKeown has placed quite a number of flour mill outfits in this part of the country. This speaks well for the West and points to the great prosperity we are experiencing.

Mr. Eugene Clark, who has a hardware and implement business at Viking on the G.T.P. is a visitor to Edmonton. He was formerly in business at Vegreville, and also at Ft. Saskatchewan where he conducted an implement business for the Bellamy Co. Mr. Clark is quite optimistic in his views regarding the future of Viking.

REDUCED COPY OF A POSTER TO ADVERTISE MASSEY-HARRIS IMPLEMENTS IN SIBERIA.
The left hand column is Russian and the right hand Turkish Kirghiz for the benefit of the Kirghiz in Central Asia.

The harvest is all cut and much of it has been threshed. The yield is a first class one and the sample of grain will all pass No. 1. This is reported by oldtimers of the district as being the best season they remember. Perfect weather prevailed during the entire cutting season, making the job a quick one. No damage of any account has been reported and to show how well the season has held out the leaves and the different garden stuff is about as green as it was in July. Last year we had the misfortune to get a frost about the 25th of August so it will be seen that we are having a good lengthy season. Sunny Alberta has certainly made good her name this year. The different implement dealers of Edmonton all report having done a business greatly in excess of last year.

Winter Trade.

The winter is coming on apace and it is up to the implement dealer to see that his stock of winter goods is complete. There is a tendency among agents of buggy lines to decry the times, owing to the ever increasing popularity of the motor buggy and automobile. A substitute, however, has not yet been found for the cutter and it will be some time before any contrivance is put on the market which will oust it. Inventors are turning their attention to aerial flight and the auto cutter is still a thing of the future.

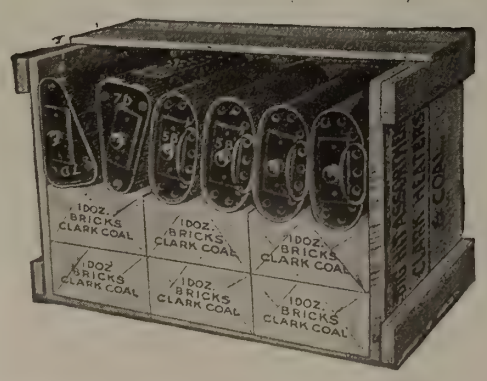
The wagon, too, is to some extent being superseded by the farm tractor, but the self-propelled sleigh has not yet made good. Sleigh goods will soon be in demand, and owing to the excellent crops buying will be on liberal lines both as to pleasure and utility sleighs.

If Diogenes were to go about looking for an honest man in our generation someone would steal his lantern.

The easiest way to acquire wealth is to inherit it.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters, 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators, 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1909-10 Catalogue.

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO

Can You Read?

"Can you read?" seems to be a superfluous question. If you could not read you would not know what is written here. Still, the question stands, "Can you read?" We do not mean a casual glancing over of the contents of your trade journal but a careful study of that which is written for your benefit and a close application to the thoughts that are transcribed for your help.

Just think for a moment. Can you imagine all the work and cogitation that must ensue before we can lay before you a single copy of your journal? Can you not picture the busy pen of the Editor, or his assistants busily seeking practical and useful information that will benefit your business?

Is it not reasonable to suppose, then, that you will read what is here written? Not glance over it but read, mark, learn and inwardly digest the messages that are sent to you through the columns of this paper.

How many people take up their trade paper, glance through the headlines, just take in a few extracts and then absolutely ignore the advertisements. Now you must know that manufacturers and jobbers would not take the trouble to write advertisements and stand all the expense that good advertising entails did they not know it to be beneficial to their business.

No man would take the trouble to advertise a poor line if he intended to stay in business. Dealers of today follow out the idea which put in words goes like this, "If you force a poor grade article on me once it's my look-out. If you try to do it twice, it's yours."

These ads., then, are not put in merely to fill a part of the trade paper but to carry to you the assurance that the goods mentioned are worth handling. It remains with you to keep your reputation for reliable implements by getting the best in each line, and this you can do by reading the claims that each manufacturer puts out for his product.

Again, this is an age of invention, and by giving the advertisements a careful scrutiny you will come across some new goods which are not yet being handled in your territory, and, if you are smart about it you may get the exclusive agency for some that will increase your business.

So after you have read the literary and statistical part of your paper just turn up the advertisements. Consider them carefully and you will find that there are a good many things you have not noticed before; you will notice lines that you could handle profitably, and in the advertisements of the goods you already handle you will find a good many pointers that will be useful in describing their merits to customers.

If you want to get the full benefit of your yearly subscription read every copy of your paper from cover to cover and don't overlook the cover.

The Game Protection Act.

This is the time of the year when the ruthless slaughter of Canada's birds and animals commences. To protect them and to obviate the possibility of their total extinction the Game Protection Act has been put into force. Despite the severe penalties imposed the killing goes on, to a lesser extent it is true, in the close seasons. In many communities the local Game Guardian is so in name only. He knows every one in the district and every one knows him and, being aware of this they break the law with impunity. Very often the default comes to his ears, sometimes a brace of birds or a haunch of venison, but, not wishing to incur ill-feeling, he lets it go and no prosecution takes place.

This is a rank evadence of duty. Any man who accepts the position of Game Guardian ought to be fully prepared to carry out his work, however unpleasant it may be. Unless the law is kept to the letter we cannot hope to preserve the animals and birds that are valuable to the Dominion and a heritage we are in duty bound to hand down to following generations.

Turn The Earth Upside Down.

There is not an explorer on this earth who has done so much exploring as the modern plow share. It has literally "turned the world upside down"— or at least that part where cultivation holds sway. In the years that are gone there was nothing in the prairie provinces but great expanses of rolling grass land—now the merry earth has yielded us a bountiful harvest, fields of golden wheat, drooping oats, and barley have sprung up under the magical touch of the sharpened steel. There would be no waving corn where the long grass grew were it not for the plow share. Nothing has done so much for us. We hear men say of a great man: "He made the West what it is," "He was the father of Western prosperity," but we never hear anything said of the humble plow share (except scriptural quotations when it hits a stone). "Honor to whom honor is due" say we. The prairie provinces have no plow share on their emblems but it ought to be there just the same. The romancer Casson may eulogise the all-mighty harvester but there would be no harvester needed did not the plow share open the game. Its nose is never poked into other people's business but just goes on minding its own.

A Neat Hanger.

We have just received from the Emerson Manufacturing Co., of Rockford, Ill., a neat hanger which gives a good half-tone view of their extensive plant at Rockford. The picture is surrounded by a gray mount and an imitation wood frame. The whole, which measures 14x16 is a rather good fac-simile of a framed photograph of their works.

"Man, know thyself," is excellent advice, but it is not sufficient. A man must know his business also, if he is going to make anything of this life.

WATER COOLED
GASOLINE ENGINES

1½ H.P.
2½ "
3 "
8 "
10 "
FOR SALE CHEAP

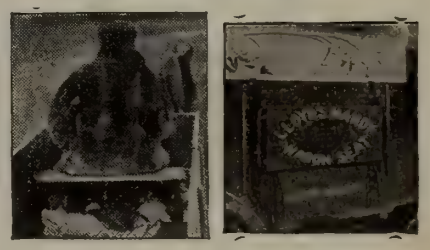
THE GASOLINE ENGINE SUPPLY CO.,
36 Main St. Winnipeg.,

GRAND TRUNK RAILWAY SYSTEM
THE DOUBLE TRACK ROUTE TO

Detroit, London, Hamilton, Toronto, Montreal and all points in the New England States and Eastern Canada.
THE ONLY DOUBLE TRACK ROUTE TO NEW YORK VIA NIAGARA FALLS.
Stop-over privileges at Duluth, St. Paul, Chicago and above mentioned points.
Equipment and service unexcelled. Agents for Cook's Tours; all ocean steamship lines and Quebec Steamship Co. to Bermuda and West Indies.
Write, phone or call for information, rates, reservations, etc. Ask for "Vistas."
A. E. DUFF
Genl. Agent Passenger Dept.
Phone Main 7098
260 Portage Ave., Winnipeg, Man.

FRAZER AXLE GREASE.
DEMAND THE OLD RELIABLE

FRAZER
THIS IS JUST WHAT I SHALL DO AFTER THIS.
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
AXLE GREASE
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER
Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.
MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.
Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.
For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

The Law of the Land.

If you don't like the law, it makes no difference; there are men who make it their business to cram it down your throat. Browning tells of Holy Cross Day in Rome, when all Jews were compelled to attend a Christian church and recite the Apostles' Creed. In these days they do not come with the ubiquitous gendarmes to take you to church, but the cohorts of the law can, and do occasionally, come with a hurry-up wagon to take you to the courthouse. One half of all people in attendance at court are there against their wills.

We are entangled in the meshes of the law; and while law conserves and promotes our liberties in some directions, it curtails them in others. To a great degree we are ruled by laws made by men who had less intelligence and less opportunity for observation than we have; that is, we are governed by the dead and the outworn.

The reform of the law is vital to all the people; and so all the people should take an active interest in lawmaking, and not leave this business to the professionals, any more than we should delegate all religion to the preacher, for we are all amenable to the law—excepting, of course, the very rich. You can't have the parcel-post, for instance, until we all have it.

In the past there have always been severe penalties imposed for questioning the justice of laws. Laws were supposed to be sacred things, inspired edicts; and any man who expressed a doubt as to the righteousness of certain laws was assumed to be the enemy of the state, and was speedily dealt with.

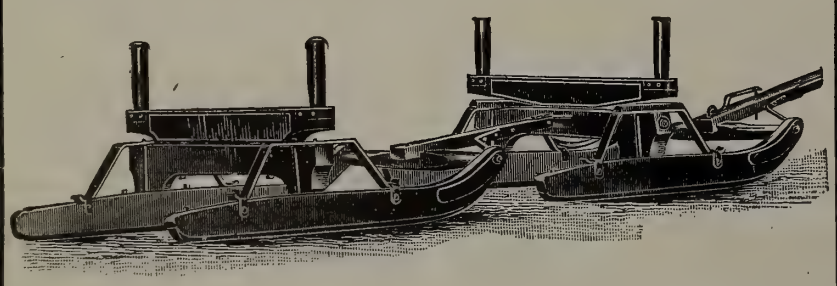
But if some men had not questioned the justice of law and defied the law, there would today be for us no such thing as freedom. The saviors of the world have all been lawbreakers; which, of course, is quite a different thing from saying that all lawbreakers are saviors. But progress springs from doubt, and until men are dissatisfied with the present order, there is nothing better for them in the future.

The degeneration of nations has always begun for one reason: they regarded their government and religion as perfect. And so any man who questioned either the religion or the laws (and these things were really always one) was quickly snuffed out.

Society has killed and banished its best—its inventors, its originators, its men of genius—and preserved the commonplace; that is, those without sufficient imagination to picture a better condition.

And the summing up of the argument is this: When you are perfectly satisfied with your art, your education, your work, your religion, or the government under which you live, you are dying at the top and had better telephone for the undertaker.—Elbert Hubbard.

WILKINSON SLEIGHS



Made of the very best, bone-dry material.

Always track. Every part for each size made exactly in proportion.

Ironing is just in the right place, full size and enough of it to ensure great strength.

Do not be put off with inferior makes. The Wilkinson is right.

The Stewart-Nelson Co., Ltd.

General Agents - WINNIPEG, Canada.

A Word to the Wise.

Have you decided what to do with your boy during the coming winter? Can you not spare him this winter? Would it not be to both his and your advantage if he attended an Agricultural College, so that he would have a thorough knowledge of the uses to which all farm implements are put and obtain information as to new and improved machinery and the advantages gained by using it. On his return he should be well equipped to assist you in the store. He would have a practical knowledge, not only of the implements you are handling but also knowledge of those of your competitor, and be able to intelligently discuss with customers the latest machines, such as the gasoline engine, the farm tractor, the cream separator and all the other new additions to the implement dealer's line, and be able to show in what particular one may be better than another. It will pay a whole lot better than pottering about your home town killing time during the day, attending dances and card parties in the evening. The better a man is equipped the better chance he has of making life a success and there is no better equipment than that which lays as its foundation a good and thorough education.

Tudhope Company Re-Building

The Tudhope Carriage Company have completed the foundation of a new building to replace the one destroyed by fire last August, and work on the erection of the superstructure is progressing rapidly. The new factory is to have double the floor space of the old one, and this together with modern machinery will make it one of the most complete carriage factories in Canada.

The Board of Trade and citizens of Orillia, where the Tudhope Company are located, put forward a resolution for the town to loan the company fifty thousand dollars for twenty years without interest. The by-law to do this was voted on last month and was carried by 742 votes against 22.

A New Assortment of Foot Warmers.

The Chicago Flexible Shaft Company advertise in this issue an assortment of their Clark heaters and fuel that should be attractive to all implement dealers.

This assortment contains two each of three styles of their best selling heaters and six dozen of their famous Clark fuel brickettes.

An assortment of this kind permits the dealer to make a good display during a cold snap and is sure to promote sales. The leading jobbers in Canada carry these assortments in stock and are prepared to fill orders promptly.

A Successful Trip.

Mr. J. W. Kaufmann, of the Kramer Co., Paxton, Ill., has just returned home from a trip through Western Canada and the North Western States. Mr. Kaufmann, who was travelling in the interests of the Kramer attachment for plows, reports that the business secured on this trip amounted to over $200,000.

New Map of Manitoba.

We have just received a map of Manitoba, published by the Department of Agriculture. The map is printed on good quality paper, 28x26, and gives a list of towns which have banks and their populations. Also post offices and schools are marked. Four railroads are shown, with existing and proposed tracks. The map is on a 10 miles—1 inch scale.

Do not let any alloy enter into the composition of your integrity. Use the pure elements of honesty, probity, uprightness and truth, and the resultant excellence will justify your work.

THE SUNSHINE OF *Prosperity*

The sun of prosperity will shine for you if you handle the line stamped with the I. H. C. trade mark. It is a mark of excellence and a guarantee of quality. Look for it on the genuine. You will find it on harvesting machines, tillage implements, gasoline engines, hay presses, auto buggies, cream harvesters, manure spreaders, wagons, binder twine and repair parts. If you want to bask in the mellow sunshine of prosperity, handle the I. H. C. line. For full particulars write the nearest branch house.

WESTERN CANADIAN BRANCH HOUSES:

Brandon,	Edmonton,	Saskatoon,
Calgary,	Regina,	Winnipeg.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

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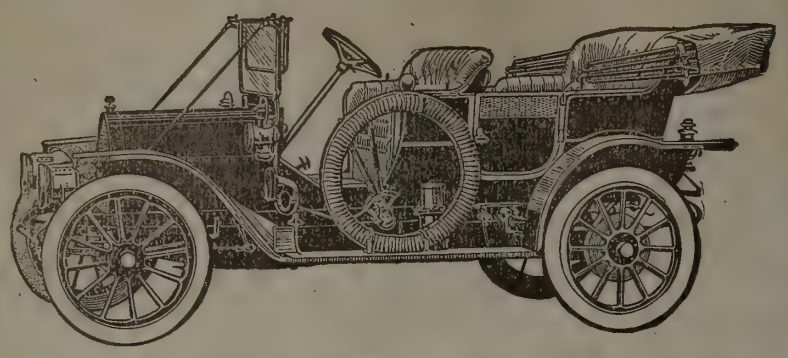


1910 REO $1600

4 Cylinder, 30-35 H.P., 108 in. Wheelbase, 34 in. Wheels, Magneto and full Lamp Equipment.

WE DID NOT offer this Car for sale until it was perfected to the last detail. Better than any car selling last year at $3,000.00,

STYLES { 5 Passenger Touring Car; 4 " Demi Tonneau; 3 " Roadster

AGENTS—write for territory and particulars regarding the greatest Automobile selling proposition ever offered.

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. Winnipeg, Canada

THE CENTRAL CANADA INSURANCE CO.

BRANDON

Operating in

Manitoba, Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with

THREE PROVINCIAL - GOVERNMENTS -

FIRE INSURANCE

All Classes of desirable risks insured

PURE-BRED REGISTERED

LIVE STOCK INSURANCE

Protection against Loss from Accident and Disease

Full information on application to any Local Agent or the Head Office of either Company

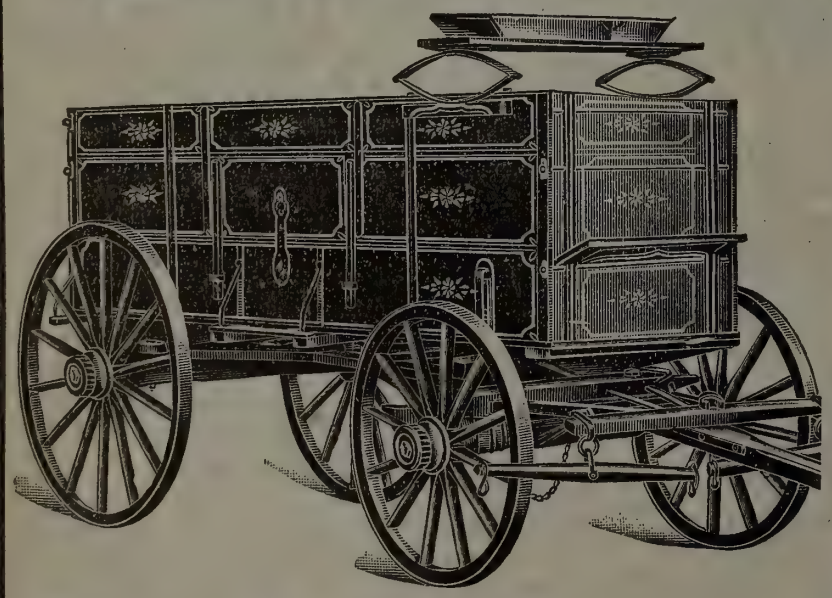
INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON

THE SASKATCHEWAN INSURANCE CO. REGINA

CANADA

WILKINSON WAGONS



Wilkinson Wagons are so well-known throughout the West that it almost seems unnecessary to advertise them.

At the same time it is always well to keep you reminded of the particularly good points of these wagons—you can talk them all the better.

Black Birch Hubs—never split. Seasoned Oak (second growth) spokes and felloes. Full size axles. Long Hounds, thoroughly ironed and braced. Boxes all bone dry—never warp.

The workmanship is the best—under the supervision of men who have spent a lifetime in the business.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Ltd.,

General Agents WINNIPEG

DOMINION CARRIAGE CO. LIMITED.

TORONTO.

We want to send you particulars about

"MAPLE LEAF" LINE

of Top Buggies, Gentlemens' Driving Wagons, Road Wagons, Democrats, etc., which is above the average in Materials, High Quality and Stylish Design, Roomy and Comfortable, Handsome Finish.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:

Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

Vol. X, No. 5. WINNIPEG, MAN., NOVEMBER, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.
H. B. Shaw, Asst. Gen. Manager.

WESTERN HEAD OFFICE STAFF:
F. W. S. Crispo, Superintendent.
H. Veasey, P. H. Vibert, J. S. Hiam, Assist. Inspectors.
P. Vibert, Inspector of branches in Alberta.

Union Bank Building, Winnipeg.

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SASKATCHEWAN.—Adanac, Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Gull Lake, Humboldt, Indian Head, Kindersly, Landis, Lang, Lanigan, Lemberg, Lumsden, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Rosetown, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Tessier, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

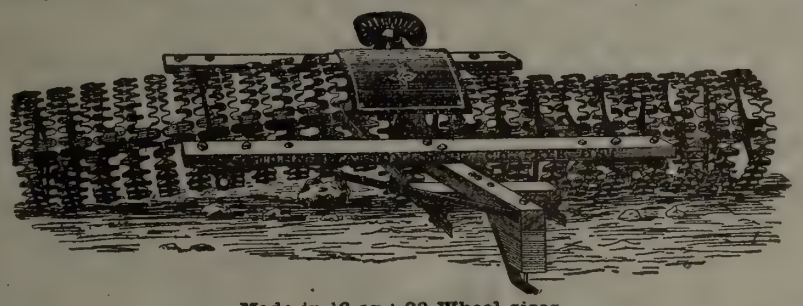
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

WATSON'S PULVERIZERS ARE TRADE WINNERS

They are the Heaviest, Strongest and Most Up-to-Date Pulverizers on the Market

22 Wheel Machines supplied with 2 Poles and Pulley Hitch.

All parts made of high grade material.



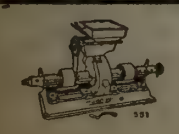
Made in 16 and 22 Wheel sizes

We make Boss and Steel Harrows of best quality and latest design.

Write us for prices and terms.

John Watson Mfg. Co. LIMITED

IF IT'S MADE BY "WATSON'S" IT'S RELIABLE WINNIPEG.



THE LARGEST LINE OF

GRINDERS

IN CANADA

In **sizes** to suit **any power.** These cuts show **three classes.**

549, for use on the **Farm.** Three sizes.

550, Farm use or **Custom** Work (stationary or for moving from place to place).

551, Attrition Mills for Elevators, **Custom Mills,** etc. Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do **more work** with **same power** than others. Information, circulars, etc., upon request.

JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina and Calgary. SOLE AGENTS

J. FLEURY'S SONS, Aurora, Ontario, Canada

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators

"Florence" Wood Pumps "Ideal" Iron Pumps

"Ideal" Gasoline Engines Currie's Waders

"Melotte" Cotton Duck Threshing Belts

Call and see us if in the City or write for particulars.

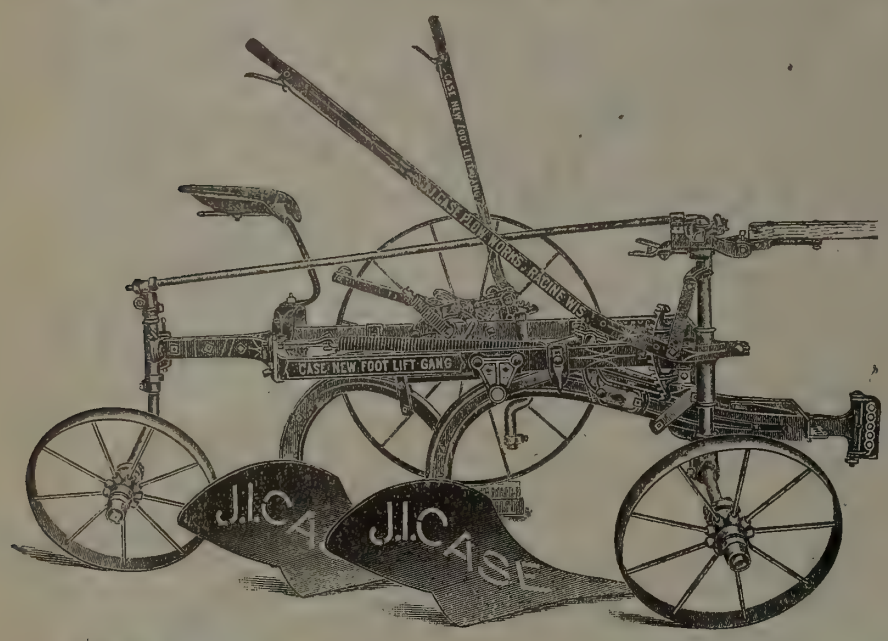
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

3 Distinctive and Exclusive Features

That are found only in

J. I. Case New Foot-Lift Sulky and Gang Plows



1. **SPRING PRESSURE LOCK** gives flexibility to the beams. This does three things, viz: (a) Prevents breakage of shares when striking stones. (b) Assures furrows of uniform depth in level as well as rolling or rough ground. (c) Helps to make light draft.

2. **SELF-LEVELING.** One movement of the foot lever raises the bottom 6 inches above ground and levels the frame. Driver's hands are free to guide the team in turning.

3. When the ground is baked hard, or when the shares are worn dull, all plows **need** greater penetration, but **all** plows cannot obtain it because they are built rigid. **J. I. CASE** Plows can be adjusted for penetration so as to enter and stay in hard ground—an important advantage during dry seasons, because plowing need not be delayed for lack of rain.

This is not all to be said on the subject by any means. Complete description sent on request of any live, energetic dealer who may be interested. Write—

THE HARMER IMPLEMENT CO., Winnipeg, Man.

General Agents for

J. I. CASE PLOW WORKS, Racine, Wis.

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS

THOUSANDS OF FARMERS
SEEING THE
KRAMER ROTARY HARROW ATTACHMENT

For plows at the various State Fairs, pronounce it the most simple, perfect, and efficient Implement invented in recent years. Extensive advertising at large fairs and through the Implement and Farm papers makes the Kramer line of Attachments the easiest of all farm tools to sell.

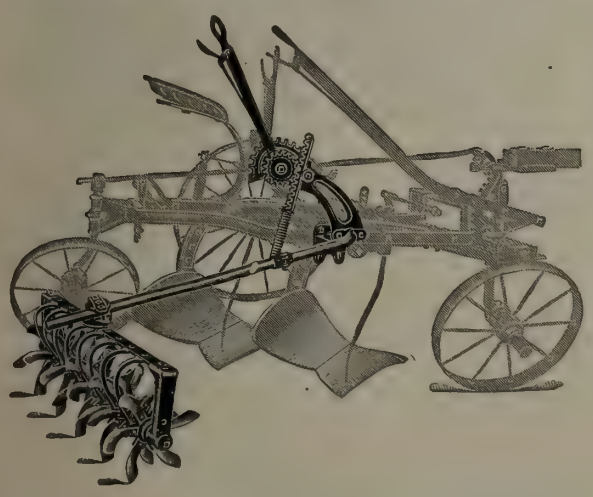
Farmers are so delighted with the Attachment that many orders are secured without the the slightest effort upon the part of the dealer.

Dealers and Farmers simply "wink the other eye," when mere imitators of the Kramer Matchless line of attachments for plows make the statement, that their cheap peg tooth and cast iron disk implements are "the cream of the earth, the best ever, and the most simple in construction". Dealers and Farmers have long since learned by actual experiences that the Kramer line of Attachments, are the only practical implements of the kind ever placed upon the market.

It is the only attachment made which has been an unqualified success from the very start. More of them are sold in one month than all imitators put together sell in a whole year.

There are no awkward hitchings or chains to pull. It is simplicity simplified. Has dirt proof bearings and is so light running that even a scrub team will never notice the additional draft. The Kramer Attachment effectively combines the functions the Harrow, Packer, and Pulverizer, in the preparation of the Seed Bed.

It is always on top, and in the lead of all others. Others imitate but never equal either construction or working qualities. If you insist on having an Attachment with peg teeth, having Spring Compression Lever, or Curved Cast Blades, the price is 25 per cent. less than on our Standard models. Our structures cover everything in the plow attachment line.



Quick and secure hitch can be made to all plows used in the country. This is your opportunity to secure the Kramer Agency. Don't delay but send your order to nearest jobber or direct to company. Prices and terms always right.

THE KRAMER COMPANY, Paxton, Ill.

CANADIAN JOBBERS FOR MANITOBA, SASKATCHEWAN, AND ALBERTA.

JOHN DEERE PLOW CO. LTD.

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REGINA **SASKATOON** **CALGARY** **EDMONTON**

ARMSTRONG CUTTERS

As an illustration of the beauty and up-to-date designing of our cutter line we produce herewith cut of

Our No. 43 Portland Cutter

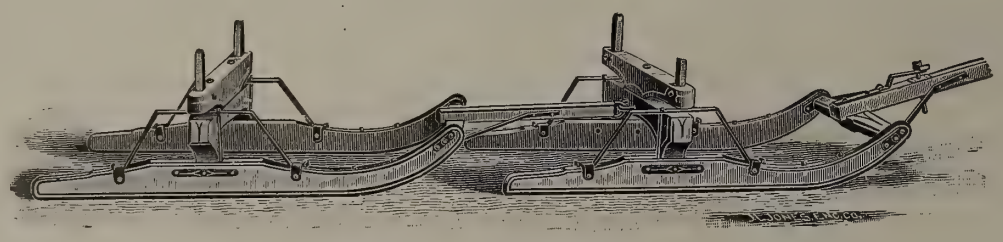
We carry in stock a full line of Portland Cutters, Piano Box Cutters, Gladstone and Surrey Sleighs, Speeders, Jumpers, Democrat and Delivery Sleighs, Bob-Sleigh Gears, etc.

SEND FOR CUTTER CATALOGUE NO. 158 AND PRICE LIST.

ADAMS' WAGONS

Are to-day the result of 45 years' experience in high grade wagon construction. No wagon sold to the trade has a higher reputation than the Adams. Constructed of well-seasoned, first class materials, by workmen who know how. Equipped with the celebrated Adam's Truss Axle. Well-finished, strong, durable and light running.

ADAMS' FARM WAGON



ADAMS' FARM SLEIGH

ADAMS' SLEIGHS

Are the best sellers offered the trade. Better proportioned, better finished and stronger throughout than any other sleigh on the market. Steel or cast shoeing.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

"THE KING OF DRILLS"

THE NEW COCKSHUTT

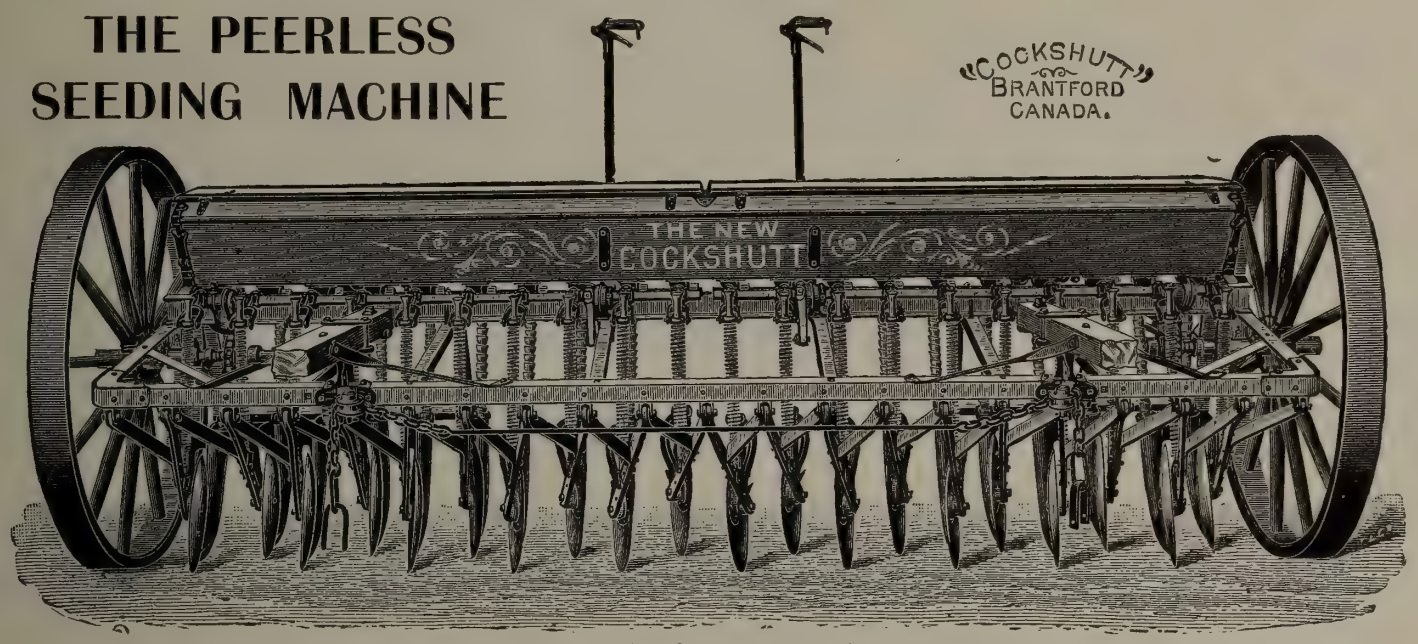
In the keenest competition is a winner for the dealer.
In actual use it meets every need the farmer demands.

THE DRILL OF PROVED MERIT

Hundreds of dealers throughout the West last Spring found it the easiest to sell; and thousands of farmers found it the most satisfactory to use.

Sign up a Cockshutt Contract for 1910 and get the drill trade of your district.

THE PEERLESS SEEDING MACHINE



Front View of New Cockshutt Drill

Interchangeable Single Disc, Double Disc or Drag Shoe. Sizes: 14, 16, 18, 20 or 22 Shoes; sowing 6 in. apart. Equipped with Foot Boards, located at each end. Axle bearings are furnished with steel compression grease cups.

IMPORTANT POINTS OF SUPERIORITY.

Frame. High carbon angle steel, re-inforced by malleable corners and steel corner braces. Heavy I beam runs entire width of machine adequately supporting all weight. Frame all rivetted together. Users on rough land will appreciate the fact that there are no bolts to shake loose.

Axles. Perfectly uniform cold rolled steel shafting. Axle bearings are pivoted to frame, which prevents biting of the axle and insures light draft, which cannot be obtained with a continuous axle.

Wheels. Large and strong with extra long bearings which prevent the wheels from wobbling and also increases durability. Wheels 48 in. diameter, 4 in. tire for 18, 20 and 22 shoe machines and 3 in. for 14 and 16 shoe machines.

Grain Box. Made of selected, well seasoned lumber and perfectly fitted at all points. Large capacity:—20 shoe machine holds 4 bus.

Feed. Positive force feed of great accuracy. Will sow all kinds of grain evenly and without damaging a kernel.

Hitch. The Cockshutt Adjustable Pulley Hitch is the most effective ever manufactured. Can be raised or lowered to prevent neck weight. Eveners held up by chains from poles.

Drive. Equipped with chain drive, the easiest running, most durable and simplest drive on the market. The friction is greatly less than with gear drive. By the use of a hardened steel chain we have overcome the troubles that other manufacturers have experienced with a chain drive. Chains used in the past were of malleable iron, which being soft wore easily and stretched easily. We guarantee our chain not to stretch at three times the breaking strain of malleable chain, and being hardened it will not wear and will always fit sprocket wheels exactly. With our adjustable chain tightener there is no slackness.

THE EASIEST DRILL TO SET UP EVER BUILT.

Write for our latest Catalogue and get our 1910 contract.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

THE PROOF
OF THE PLOW
IS THE PLOWING

THAT'S WHY

COCKSHUTT PLOWS

HAVE TAKEN THE LEAD

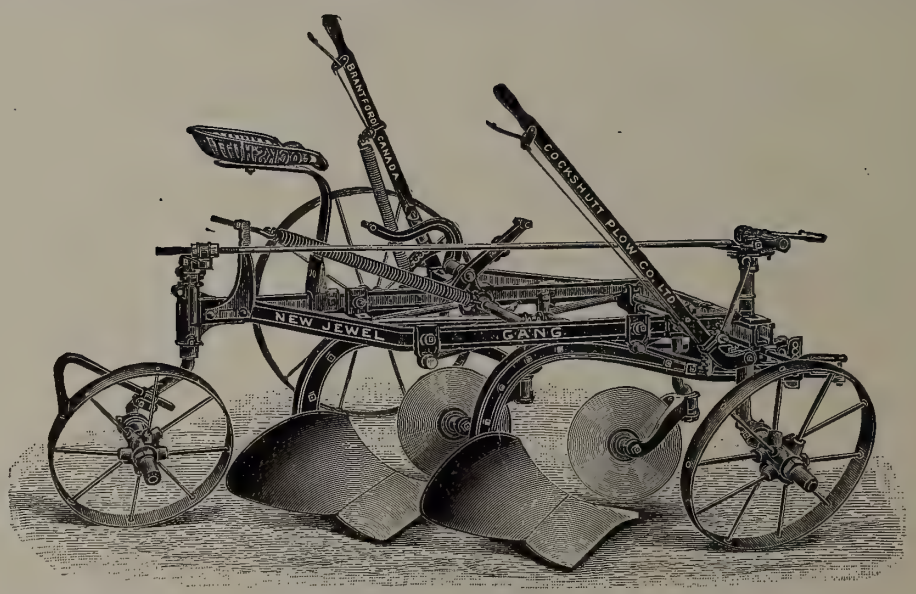
They do the business in the farmer's field and in the dealer's warehouse. Some others are good, but none so good. It is the uniting of superior strength and durability with lightness of draft, and those brilliant improvements here and there that make the Cockshutt "Jewel" Gang and Sulky Plows stand apart—unequalled.

The "Cockshutt" Dealer Doesn't Worry. He Knows his Goods Will Please because They Have.

THE DEALER
RECOMMENDS IT

AND

THE PLOW
MAKES GOOD



COCKSHUTT "JEWEL" GANG

THE FARMER
RELIES ON IT

AND

THE PLOW
MAKES GOOD

Cockshutt Plow Co., Ltd.

WINNIPEG *REGINA*
CALGARY *SASKATOON* *EDMONTON*

CANADIAN FARM IMPLEMENTS

Vol. X., No. 5. WINNIPEG, MAN., NOVEMBER, 1909. SUBSCRIPTION PRICE { Per Copy, 5c. Per Year, 50c

Heirs of all the Ages.

As year follows year, century succeeds century this old, old truth is borne home to us more and more. Each succeeding century has given to its people the lore and traditions of those who have gone before; has given to them the knowledge that has been attained by hard labor and strenuous toil. In the ages that are gone the dwellers of the earth gave more praise to brute strength than to intellect. The law of the land was "Respect the man with the biggest club." But all that is passing away. Every generation has grown, perhaps, physically weaker, but wiser, but who shall say that this age of physical deterioration and intellectual improvement is not preferable to the old ages of rugged health and dull ignorance. Who shall say that we are not happier with our sickness than the ancients with their health.

In the stone age the tribes were constantly at war. They depended for their subsistence on hunting and fishing. It is a significant fact that no tribe ever approached civilization which lived thus. History relates that the first nations to show signs of law and order were those, who, being isolated and safe from attack, devoted themselves to agricultural pursuits. Thus it was that the Egyptians, protected by natural means and living in the fertile regions round the Nile, arose into prominence while other nations were yet struggling and fighting. Later the Gauls, devoting themselves to agriculture, obtained a more reliable source of food and became a mighty race. Romulus and Remus, the mythical founders of Rome, spent their early life among the herds of Faustulus. Alfred the Great, one of the most generous, equable kings the world has ever seen, devoted much of his time and wealth to improve the conditions of the tillers of the soil. And so it has always been. When the nations gave up the war and peacefully pursued their agricultural labors, then the land had happiness and plenty.

Each succeeding generation learned something from the one which had gone before and so it came to pass that warfare decreased as the world became wiser.

Depending on the products of the soil for a livelihood the people began to look about for some means of lightening their labor. Then it was that the first farm implements were devised. Crude plows, hoes, sickles and scythes were invented by the men who began to use their heads to save their backs. The work was still laborious and slow, for they were practically all hand tools. The hours of labor were very long and the social position of the tiller of the soil very low. He was in very truth, "the man with the hoe."

But the years passed on and "the man with the hoe" began to lift himself up and up. In 1797 Charles Newbold, of New Jersey, patented a cast iron plow. Then James Oliver invented the Chilled Plow; and so with other farm implements. First the sickle; then the cradle of the 19th century; afterwards Bell's Reaping Machine. Bell's knowledge passed down to Hussey, who invented the first practical reaping machine. McCormick followed with a better one and later Palmer and Williams, Marsh Bros., Sparling, Appleby and Haines all gave to the world their legacies of knowledge and improvement.

"The man with the flail" also raised himself. A Mr. Leckie, of Stirlingshire, England, contrived in 1758 a mechanical thresher. Then Mr. Atkinson, of Yorkshire, devised the first cylinder and concaves. Afterwards the Pitt Bros., of Windthrop, Maine, constructed the machine which may be said to the prototype of the modern separator.

And so the work went on. Each generation gave birth to new inventions, new ideas, which were passed on for the coming race to use and develop. The bequests of knowledge and invention grew larger with each succeeding epoch till in this glorious twentieth century of ours we have a fund of knowledge that never man had before. "Heirs of all the ages in the foremost files of time."

And yet you will still see "kickers" on every hand. "This plow share broke after two seasons." "This binder don't tie tight enough." "This seeder is no good," and so on. And yet these men are living in an age when nearly all the work is mechanical, when the "man with the hoe" is a thing of the past. It makes a self-respecting man say with fervor, "nothing needs kicking as much as the kicker."

Mail Order Competition.

It is a matter of common knowledge that the winter season is the one which sees the greatest number of orders sent to Mail Order houses. In the busy seasons of the year the farmer has very little time to study catalogues and still less to wait the arrival of the goods by mail or freight. In the winter, however, things change and the farmer who is on the lookout for so called economies, sends his money away, especially in view of the fact that he now has plenty of money to send. This is the catalogue houses' season and it is incumbent on the dealer whose trade is being taken to keep busy frustrating the efforts of his business opponents.

Every man who has the welfare of his town at heart will admit that it is detrimental to the progress of the town that any money should be sent to outside points, and if this can be conclusively proved to the general public the home trade will increase and the outside trade decrease. How to do this is, of course, a question and for an answer we know no better than a narration of the method adopted by a member of a dealers' association in the south which has the advantage of relieving the dealer of the suspicion of "knocking" and at the same time puts the evil in its proper light. The organ of the association in question describes the procedure adopted by their member in the following words.

"Our member gathers all the information he can concerning the shipments which arrive at his depot, and gives it to the editor of the local paper to make a story from. He of course, omits all names, but it is an easy matter to make up an interesting story about the disappointment of a mail order house buyer who went to the station to get some articles he had "sent off" for and found the shipment incomplete or that some parts had been damaged, necessitating the filing of a claim, or freight and storage charges so much in excess of what he expected that the goods cost about as much as he could have bought them at home for. A well written article drawing a lesson from these experiences cannot help having a good effect upon prospective buyers and making them scan the fine print a little more closely.

The information necessary to write up the articles can be had by making inquiry of transfer men who frequent the freight houses, sometimes from the parties themselves and from neighbors. Not very long ago there appeared in this paper an account of a wagon purchase in which the purchaser only saved a few dollars over the price of a first class wagon; this information was secured from the purchaser himself, and if it had been written up for a local paper would have made other prospective buyers hesitate about

sending away from home for an article of that kind.

Our member says he manages to have some item of interest each month, and attributes the fact that the mail order house business is on the decline in his vicinity to his method of bringing to the attention of buyers the mistakes others have made."

No Idleness of Useful Ideas.

That the Canadian patent law contains many desirable clauses not in force in the patent laws of Great Britain or the United States is evident from the following article, which appeared in a recent issue of one of our exchanges. It says:

It has been brought to the attention of American attorneys while investigating the new British patent law in the interests of clients that no provision for compulsory license exists in the statute, either by clause bearing directly on the subject or by inference. Consequently there seems to be no bar under the act to the maintenance of patent rights by either home or foreign inventor where the patent is permitted to remain idle. The question has arisen in a practical way, and English patent authorities have given it as their opinion that the condition is as stated. A patent worked in another country must also be worked in Great Britain, under penalty of revocation. But if an American patentee, for instance, is satisfied to forego the practical use of his invention, it will remain protected in the United Kingdom for the 14 years of the life of the British patent, as well as during the 17-year period of its protection in the United States. This has not been formerly decided by opinion of the courts, but patent experts seem to agree that it is a sound interpretation of the statute, the essential principle of which is that "at any time not less than four years after the date of a patent and not less than one year after the passing of this act any person may apply to the comptroller for the revocation of the patent on the ground that the patented article or process is manufactured or carried on exclusively or mainly outside of the United Kingdom." It is deduced that if the article or process is not "manufactured or carried on" at all the law does not apply.

The Canadian patent law provides for just this contingency by its compulsory license clause, which reads: "Any person at any time while the (unworked) patent continues to be in force may apply to the commissioner by petition for a license to make, construct, use or sell the patented invention, and the commissioner shall hear the person applying and the owner of the patent, and, if he is satisfied that the reasonable requirements of the public in reference to the invention have not been satisfied by reason of the neglect or refusal of the patentee or his legal representative to make, construct, use or sell the invention, or to grant license to others on reasonable terms to make, construct, use or sell the same, may make an order requiring the owner of the patent to grant a license to the person applying therefor, in such forms and upon such terms as to the duration of the license, the amount of the royalties, security for payment, and otherwise, as the commissioner, having regard to the nature of the invention and the circumstances of the case, deems best. * * * The existence of one or more licenses shall not be a bar to an order by the commissioner for or the granting of a license on any application, under this section." The failure to grant a license within three months after the issuance of an order nullifies the patent.

The principle of the Canadian law which is lacking in the British law is more important than may be realized at first thought. Certain industries, notably electrical, textile and shoe machinery, have made it a practice to acquire patents in new inventions and permit them to remain idle indefinitely. An invention may be practical and useful, and were it to come into the possession of a competitor might work to his strong advantage in the market. If a manufacturer of textile machinery has a mechanism which accomplishes certain results, giving to him exclusive advantages in his trade, and an inventor evolves another mechanism to accomplish the same work in a manner patentably different, there would be an obvious benefit to the manufacturer in securing control of the second invention and any other that might follow, in order that he might retain his monopoly. He could afford to keep new ideas from his competitors, permitting them to lie idle even through the lifetime of his original patent. Such an invention may constitute an improvement on the fundamental idea or a development from it, and may be especially valuable in its application when the original patent is expiring, in extending the patented life of the invention. A great many patents remain unworked in this country for a much longer period than the four years given patentees under the British act in which to establish their inventions on a commercial basis in the United Kingdom. The Canadian law makes impossible the idleness of useful ideas, for under its provisions a patent may be worked there under a license even if it be permitted to remain unused in the country where it originated.

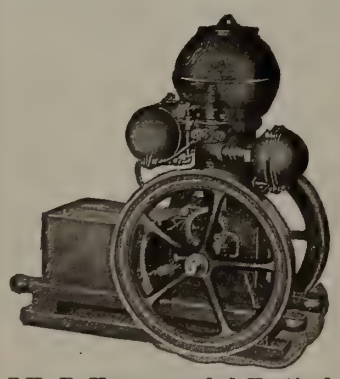
It may be possible for the British manufacturer to utilize the provisions of the Canadian law or that of some other country where the principle of compulsory license is carried out, in securing the revocation of an American patent. The invention could, perhaps, be worked under a compulsory license in Canada, bringing it within the provisions for revocation of the British act. But this would be so clumsy and probably so expensive a course that it need not be considered seriously.

When the United States comes to incorporate a compulsory working clause in its patent law, effecting legislation which is considered inevitable in the near future, it is important that the principle of compulsory license be included. It is a safeguard worth considering. While occasions of its practical usefulness may be rare, yet when one does arise it may be of vital importance to an industry.

A Good Hint.

How many implement dealers have lost much time in the busy season replacing nuts on bolts in their stock. True it is only a matter of minutes to find the nuts, but minutes count when the crop is shelling and the binder is waiting to be repaired. It, however, often happens that though the correct bolt may be easily located, the corresponding nut has gone astray; perhaps dropped through an opening in the box or been put in the wrong place. How easy it would be to be able to hand to the customer the bolt and nut required without having to fumble about for a nut. We might suggest that manufacturers give the nuts a few extra turns on the bolt and thus obviate this petty annoyance.

SECURE THE AGENCY for the EASY SELLING MANITOBA LINES



7 H. P. Hopper-cooled Vertical Portable Engine

GASOLINE ENGINES (in all sizes) from 2 to 45 horse power, **Stationary, Portable** and **Traction.**

WINDMILLS—Power and pumping for light or heavy work.

PUMPS — Wood and iron, single and double acting, including the famous Hayes and Peters pumps.
Brass and iron cylinders.

GRAIN GRINDERS, Steel Saw Frames, Steel and **Wood Tanks.**

Remember we are Manufacturers, not jobbers. Write to-day for Free Catalogue and terms to dealers.

THE MANITOBA WINDMILL & PUMP CO., LTD.

BRANDON, MAN., AND CALGARY, ALTA.

Wanted—Two A.1. Travelers to sell Windmills and Gasoline Engines. Good salary to right men.

The Manitoba Windmill and Pump Co., Ltd., Brandon, Manitoba.

YOUR FARMER PATRON IS LOOKING FOR HIS MONEY'S WORTH

And it is plain he's not getting it unless he gets the best that's made.

In Drills, that's the TIGER

You cannot give too positive a guarantee with **Tiger Drills.** We back up every claim of superiority with the refund of the price where a Tiger Drill does not meet the claims.

There is a Tiger model to meet the demand of every soil and the choice of every farmer—nearly 200 styles and sizes.

Write for Agency proposition.

J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD., Distributing Agents

BRANDON WINNIPEG

"Business neglected is business lost."
—The Philosopher of Metal Town—

Profitable Goods to Handle 'Metallic' Building Materials

"METALLIC" is rapidly displacing wood as a roofing and siding material for houses, barns, elevators, mills and storehouses—It is FIREPROOF, WEATHERPROOF, and very DURABLE.

"METALLIC" combines the finest quality material and most expert workmanship — insures increased business and satisfied, permanent customers.

"METALLIC" Goods can be handled very profitably by implement dealers. It is the BEST material for farm buildings.

"METALLIC" goods you should handle:—

"EASTLAKE" METALLIC SHINGLES
"MANITOBA" STEEL SIDING
"METALLIC" CEILINGS and WALLS
CORRUGATED IRON, Galvanized or Painted
"METALLIC" CORNICES
"METALLIC" SKYLIGHTS and VENTILATORS
CONDUCTOR PIPE and EAVETROUGH

Send for our New Catalogue, No. 80. It tells all about "METALLIC" Building Materials. A post card will bring it.

Manufacturers:

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

Western Canada Factory **797 Notre Dame Avenue, Winnipeg** 1986

A TWICE TOLD TALE

THE "FLOUR CITY" TRACTOR

WINS AGAIN in the MOTOR CONTEST

Gold Medal Winner 1908

Gold Medal Winner 1909

In the International Motor Contest held at Winnipeg, Man., from July 7th to 17th, 1909, the **Gold Medal was again awarded** the "Flour City" Tractor.

The "Flour City" is a four cylinder, four cycle engine of the most modern design and construction, with the multiple cylinders and large diameter drive wheels, we have developed a tractor of maximum power with minimum weight, which is a desirable feature in a general farm engine.

The winning of the **Gold Medal in 1908 and again in 1909** speaks volumes and should be convincing evidence to prospective purchasers, that the "Flour City" Tractor is **The Best.**

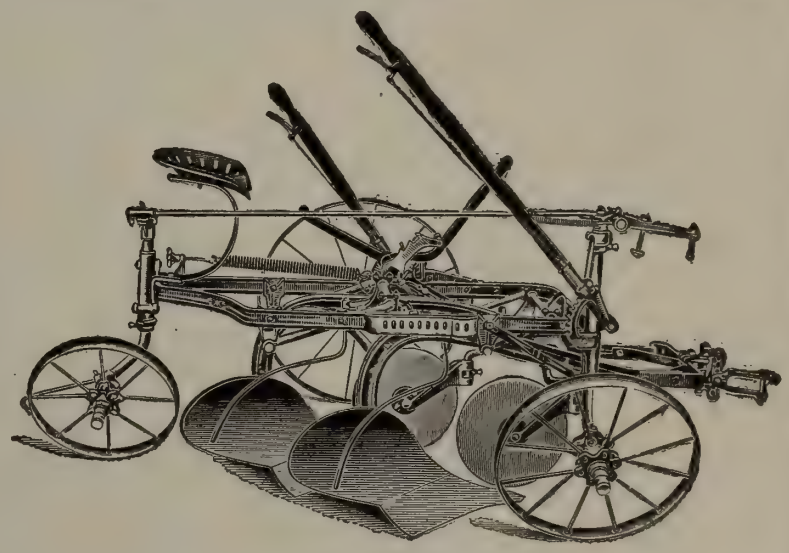
CATALOGUE SENT ON APPLICATION

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

or Dominion Sales Agents:

Ontario Wind Engine & Pump Co. Ltd.,
WINNIPEG TORONTO

NEW ECLIPSE PLOWS



It is time to think of 1910 Plows, and naturally you will have to look around.

Do not fail to investigate the "New Eclipse," as we know we can convince you that they are the best.

No good point is omitted and the many exclusive features make the "New Eclipse" just what we claim—

"The Perfection of all Riding Plows"

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.
BRANDON WINNIPEG

Cream Separator Value to the Dealer

Address by D. L. Harcourt, De Laval Territorial Superintendent to the Arkansas Retail Hardware Dealers Association.

Mr. Chairman, Ladies and Gentlemen of the Arkansas Retail Hardware Dealers ' Association, we are before you as exponents of the merits of the Cream Separator trade to the hardware and implement dealers, both as a trade getter and a money maker.

The Cream Separator is not a stranger to all of us, we trust. It had its origin in the east and is nearly all over our great country. The Cream Separator is synonymous of the dairy cow, and the dairy cow is synonymous of the prosperous farmer. A thrifty money-making rural district is the sure index of the successful hardware dealer. The hardware dealer is the medium between the manufacturer and the consumer, The more the consumer has to buy with, the more he buys, so under these conditions the retailer is very much interested in the condition of the farmer's crops He depends just as much on these crops as the farmer does. If the farmer plants well and the crops yield well, and the prices are good, then they are able to buy more, and so we hear the retail dealers constantly asking the farmer "how are crops?"

It makes us think of the story of a little Irish girl who went to Sunday School and her teacher told her she wanted her to come again next Sunday and tell her the difference between "Hope" and "Expectation." When Mary got home she told her mother, and of course, Mary's mother was Irish. She said: "Mamma, can you tell me the difference between 'Hope' and 'Expectation?' Mother said "I cannot, Mary, as the books would say it but I can give you an illustration. You know your father has been dead a long time, and some day I, too, will die, and go to heaven, and I hope to see your father there, but I do not expect it." So this is just the position you expect to find with the farmer, you are always hoping that he will have a good crop, but at the same time you know his methods so well, that you don't really expect that he will be any farther ahead than he was the year before.

The farmers of Arkansas will average in point of intelligence and industry with the farmers of Iowa, Illinois, Michigan, and other states, but as a rule barring a few exceptions in each neighborhood, he is only making a living. He stands practically in the same tracks as at the close of the year before; he has made no surplus. If he pays a debt, he simply shifts the condition of his property from one side to the other, but he is no richer, no stronger financially than he was the year before. Now, this is not due to the fact that your Arkansas farmer is a shiftless, indolent fellow, but as we have said before, it is his methods.

Your state is a land of hills, and some of them are pretty big ones, too, although we know that there are a few countries bordering along the Mississippi and Red rivers, that are flat, but as a rule it is not susceptible to the methods of extensive or easy farming. The farmer's crop is confined to a small acreage of corn, oats and wheat, and in other places cotton takes the place of the wheat and oats. These conditions must change for several pertinent reasons; first, the soil is growing less fertile year by year, and the yield is growing less year by year, so that the farmer, in order to bolster up the declining condition of the soil, is now resorting to commercial fertilizers: Second, the increased cost of the necessities of life has made its demands on the farmer as well as the business man.

The farmer finds that he cannot maintain his family on the same bill of costs that he did ten or fifteen years ago. It is incumbent on him to increase his earning powers without the increasing his expenses. He cannot get more out of the acreage he is tilling, but he must add something to this as an auxiliary income or crop, that will increase his earning power. In preference to raising more beef, we suggest that it should be the dairy cow, as we are told upon good authority that the equivalent feed that produces a pound of beef in the beef animal, if fed to the dairy cow will produce a pound of butter fat. Now, as a fair estimate, the beef is worth from three to five cents a pound on foot, and the butter fat is worth approximately 25 cents a pound. The only value of the beef animal is to produce beef or meat, while the dairy cow has dual values. It is fair to assume that an ordinary cow

ALL YOUR WAY WITH WORLD'S BEST

Handle the world's best Cream Separator for the success and satisfaction of it. Put yourself beyond competition from other dealers and from peddlers by selling a cream separator entirely different from and superior to every other machine on the market—the only modern separator—the separator that easily outsells most, if not all, others combined.

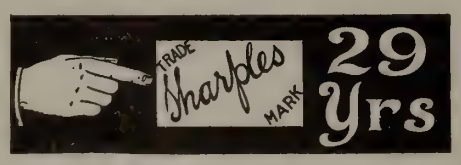
That Cream Separator is the Sharples Dairy Tubular—the only one of its kind—the World's Best. Handle it and have the separator trade all your way.

The manufacture of Tubulars is one of Canada's leading industries. Oldest Cream Separator manufacturing concern in America.

Demand for Tubulars is so great that Tubulars probably replace more common cream separators every year than any other maker sells. No better proof is needed that Tubulars are the finest cream separators money can buy or the best sellers dealers can handle.

It is because Tubulars have the quality—the talking points that make them sell easily and stay sold—that the brightest, keenest, busiest, biggest, most successful agents all over the world handle them. Why don't you do the same—and reap the same easy profits? Write us at once for catalog and contract, or ask to have one of our travellers call. Dealers only. Heavy advertising all the time.

Write to-day.



Tubular gears are entirely enclosed, instantly accessible. To oil, simply pour a spoonful of oil into gear case once or twice a week.

The
Sharples Separator Co.
Toronto, Ont., Winnipeg, Man.

under common methods would produce from three to seven pounds of butter fat per week, that would sell in the centralizer's market at 25 cents per pound, this being the average price during the year. So we would conclude that the earning powers of this cow would be from twenty-five to fifty dollars a year. A calf can be raised on the skim milk and pigs can also be fed with it.

At the dairy meeting at Fayetteville, Arkansas, some weeks ago , conducted by Professor Hooper, of the State Experiment Station, I heard the testimony of a farmer living near the city, in which he said that his cows have made $1600 for him during the last year. There were several who gave in the returns of $800, $500 and $300, and all, without any exception, said that the dairy did not cut down the acreage of their crops, but the work necessary had been done in the morning and evening after the work on the farm had closed. We assume that if each dealer before us would go back to his town and induce his farmer customers, to add ten cows each to their farms, milk them and sell the cream, that these farmers would make from $250 to $750 per year, above their crops, and when the year had gone these farmers would have their crops on hand to be sold at as good or better prices than if they were forced into market, and in many cases would have practically the entire receipts of the crop grown on the farm as a surplus.

You would readily appreciate that this condition would put your business on a cash basis, the credit method with your farmer trade would be wiped out and in a few years, you would find that the price of the land in that community had gone higher, and that the farmers had taken to building better houses, building more barns, and were equipping their homes with more conveniences and luxuries, and thus point to the condition of success and thrift that would be marked by actual experience. These statements do not call up pleasant recollections of the system of long credits and old uncollected book accounts as these items of large bills are put on you, and you are compelled to carry these accounts from six months to one year, and you are often compelled to take notes to balance these accounts on your books, and many times, indeed, you discover that these notes are uncertain. The banks will not buy them, and will accept them only as a collateral to your notes. So you are compelled to carry these notes as positive investment of your capital that you should have invested in your business, and to wait with the hope that the farmer may be able to turn himself so that you can force him to take the note up, and if this never happens then you must charge it to loss and discount without any remedy.

The land is the birthright the Creator gave man. He gave it to him as an inheritance upon which and out of which to make his living by the sweat of brow. He did not give him this land to deplete and destroy, as it must pass into the hands of the generations to come as their inheritance.

All soil consists of vegetable mold and mineral mold. The prairie soil is made from the accumulated deposits of decaying grasses that were undisturbed for untold years. When the Indian was inhabiting these lands he never burned the prairies, but when the white man came he did, and the soil's growth stopped. The timber or mineral mold is made through the different minerals that are basic or organic, and as a rule the soil of the timber land is thin and easily washed or worn out, while the prairie soil is deeper, and will stand more washing and wearing than timber soil. The soil of Arkansas is principally timber soil, and very thin. The elements of fertility in both these soils are potash, phosphorous and nitrogen. The first are organic and the last is the element that is received from the air. The nitrogen makes the frame or the superstructure of the plant and the phosphorous and potash make the cotton or grain.

The continual growing of one particular class of crop will deplete the soil of the element of which it most greatly subsists. In your cotton district here we find that many farmers have been cultivating their farms so long in the growth of cotton that they now have to resort to the commercial fertilizer to bolster up the deciding condition of the land. While we do not wish to be understood to say that commercial fertilizers should not in any case be used, we do say that it is expensive and that the results, if the practice is continued, will eventually render the land upon which it is used non-productive. You will find in your State vast acres or many farms that were once the homes of successful men, upon which stood good houses, and other improvements, that have become unproductive out of these very methods that we are now discussing. The owners have forsaken them and they have been turned into commons, and these homesteads will not sell for the taxes, which are very low in your State, and there are many years of taxes upon this land unpaid, and it is valueless.

You remember we spoke of the many powers of the dairy cow. Milk alone does not represent her value. She is a fertilizer producer and will produce from nine to ten tons annually. It has been estimated by a reliable authority

O.K. Canadian Two Horse
ELEVATOR DIGGER

Satisfaction Guaranteed.

Catalogue for the asking.
Write for prices and terms to-day

CANADIAN POTATO MACHINERY CO. LTD., GALT, ONTARIO

NOT RUSTS, NO JOBBERS, NO CATALOGUE HOUSES.

The Cream Separator that will help your Business Reputation.

The Cream Separator has become the most liberally advertised and widely discussed piece of farm machinery.

It makes a difference to the DEALER whether the Cream Separator he sells gives satisfaction or fails to do so—whether it lasts six months or two years or twenty years.

The DEALER who sells the DE LAVAL Cream Separator and gives his word to the buyer that it will do all that is claimed for it can rest assured that his business reputation is going to benefit and not suffer.

Selling DE LAVAL Cream Separators is like selling GOVERNMENT BONDS—they are both absolutely safe. The DEALER in either is handling the safest and best of its kind. They both help to build business reputations.

The Best Dealers Wanted in Every Locality.

All applications given prompt and careful consideration.

The De Laval Separator Co.

WINNIPEG

Montreal Vancouver

that she will produce twelve tons, and that the value of this tonnage is greater than a ton or more of the best bone meal that can be bought in market, and so by this we will declare she will yield you from twenty-five to thirty dollars a year along these lines.

As to the skim milk, a number of men who stand high in the dairy husbandry take the position that the skim milk will produce a greater growth in the pigs or calves than whole milk. Upon investigation they say that the whole milk fattens the intestines and other body tissues and brings about an ultra mature condition, so that the animal never gets as large as it should; while the skim milk has all the protein and carbohydrate that the whole milk contains, but not the fat or oil, and as a consequence the animal makes growth of bone and fibre structure and converts the feed entirely to growth.

Now, as to the market for the farmer's dairy products, will say that under present conditions the farmer makes a few pounds of butter, he takes it to his groceryman, and at a small price trades it for groceries and other commodities of his living, and then goes over to your store, the hardware man, and buys a few pounds of nails, a few rods of wire or other articles out of your stock and asks you to put it on your books, and carry that for six or eighteen months without interest, Now, as to the sale of cream will say that in bordering states there are large centralizers, or creameries, which are anxious to buy this cream and will take it from a station in your town and pay the farmer about four cents under the selling price of butter—this means creamery butter prices which usually are based on the price quoted at Elgin, Ill., and New York City. There is a test made of the cream by the agent of the centralizer, and he pays the farmer in cash for the butter fat that he has brought in. This gives him the money to buy your wares and other necessities and he does not ask you or someone else, as generous as you are, to carry him on a book account from six to eighteen months without interest.

The value of the cream separator is based on the amount it saves out of the loss of the cream that is common under the old, or primitive methods. Usually there is a loss of from 25 to 60 per cent of the cream. The cream separator saves this loss and computing that under the average price of butter fat the cream separator will save the farmer ten dollars or more a cow per year, so we see that if a farmer milks five or six cows that he saves enough above the old methods in one year to buy a cream separator. Many of the implement and hardware dealers who are separator agents have said to me that they were always pleased to sell a cream separator to the farmer because it brought them into closer relation or to a better friendship than any other commodity they could sell.

The implement and hardware dealer in every town should be a power and a force in his community to be exercised in the upbuilding of the rural district. He can not idly fold his hands and watch day after day for something to turn up, but he must have an advocator of the advanced conditions of the age, of new thought, new energy and power that will bring about a condition that will make him successful. He must put into the minds of the farmer the thought of better farming and how to do it, that it may increase his earning power and spending power.

The cream separator company which I represent are perhaps one of the most extensive advertisers, putting their advertisements in all of the leading dairy and farm papers and in the patent inside of many of the small weekly papers published throughout the country. These advertisements are strong and argumentative and are reaching every man who reads agricultural and other papers, and I feel safe to say that the sales of the future are to-day more than half made through this very fact, and it is only fair to ask the retail dealers to reach out and take by the hand the manufacturers of cream separators and help them introduce this machine to the farmers of this country, feeling that the line indexes a condition of thrift and growth that is permanent and enriching, and one that I am proud to say always leaves the trade in a condition for more rather than less business.—The De Laval Monthly,

Economy of the Gas Engine.

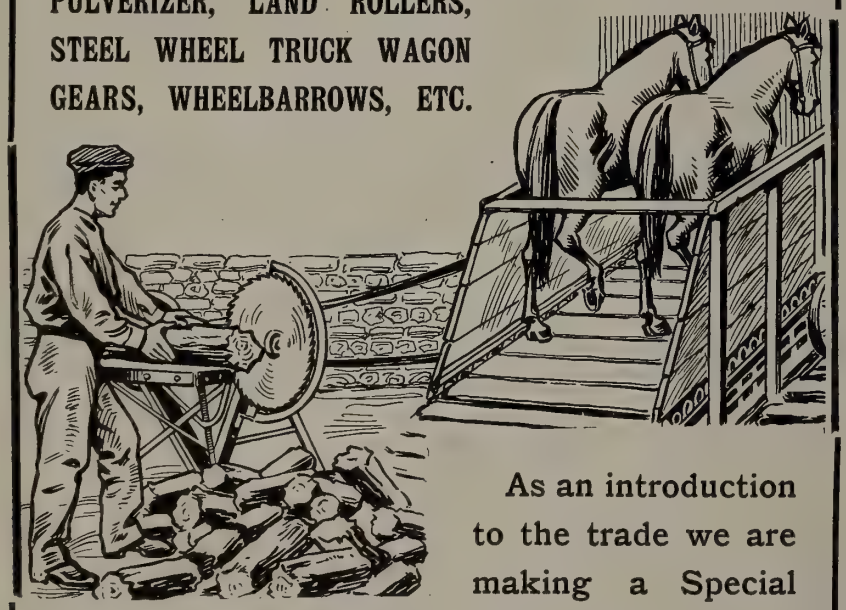
An authority on steam and gas engines says: "That the best steam engines save only about one-sixth of the energy in the coal they consume and waste the other five-sixths is a fact that has tempted inventors and unfortunately wasted much time and thought. The fact that coal gas mixed with air is an explosive has led to a means of economy by using this explosive force directly in producing energy. The steam engine uses coal to generate steam and its expansion drives the engine in which the required power is generated. The gas engine confines the gas and explodes it in a cylinder, thus driving the piston and generating the power. That is, roughly, the difference between a steam and a gas engine. The gasoline and alcohol engines are on the internal combustion or explosion principle, the same as the gas engine, of which they are modifications. A later introduction is the producer gas engine, in which the coal is so fed as to produce gas to be exploded in the production of power. It is clear that these internal combustion engines are of considerable economic importance. They effect a saving of coal actually used in power production, permit the use of gasoline, alcohol, and other substances, for power production, and assist in the utilizing of gas that would otherwise be wasted from smelter stacks and coke ovens.

The internal combustion engine has undoubted a great future as a means of power production in carrying on agriculture on the prairies of the West. No exhibits attracted wider attention or were of greater interest than the gas engines at the Winnipeg and Brandon fairs.

We have opened a Branch House in Winnipeg

where we can show you a full line of

FEED CUTTERS, SWEEP HORSE POWERS, TREAD POWERS, WOOD AND POLE SAWS, SPEED JACKS, ROOT PULPERS, DUCK FOOT CULTIVATORS, FLEXIBLE STEEL FRAME PULVERIZER, LAND ROLLERS, STEEL WHEEL TRUCK WAGON GEARS, WHEELBARROWS, ETC.



As an introduction to the trade we are making a Special Discount on our Steel Frame Wood Saws.

GET OUR PRICES AND CATALOG
THEY WILL INTEREST YOU.

B. BELL & SON CO., LTD.

Factory: St. George, Ont. **WINNIPEG, CAN.**

PLYMOUTH BINDER TWINE

For 1910

"We have already instructed our representatives to ask the trade to place their orders for PLYMOUTH "Extra," "Superior" and "Pure Manila" twines with the guarantee on our part that the difference in price between the various grades will be less than last year."

The above quotation is from the October number of our publication PLYMOUTH TWINE NEWS, now ready for distribution. In this number we discuss the twine situation as it affects the dealer and the consumer, treating it under the headings:

A Revolution in Twine Buying.
What is the Matter With the Sisal Market?
The Relation of the Fiber Markets to the Twine Business.

Dealers in binder twine should read every word of this publication, and may obtain a copy by asking Plymouth Cordage Co., North Plymouth, Mass.

The indications are that the famous Plymouth twine will be more popular than ever next season, and that dealers who carry it will be able to consider a valuable asset the fact that they represent the PLYMOUTH line.

Get in touch with our representatives regarding this twine for 1910. You will get full information if you write or wire to the addresses given below.

CANADIAN DISTRIBUTING AGENTS :

W. G. McMahon
(REPRESENTING LINDSAY BROS.)
WINNIPEG. MAN.

Hobbs Hardware Co.
TORONTO, ONT.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING
WINNIPEG - - - CANADA
Telephone 518

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Fifty Cents per year Single copies Five Cents

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CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA.

NOVEMBER, 1909.

A Broken Chain.

"A chain is no stronger than its weakest link." A curious statement and yet one of absolute truth. A 1-inch chain may stand a strain of 50,000 lbs. but if 99 links are sound and one is weak, the weak link will snap long before the limit is reached, thus parting the sound links and doing more damage than if it were not there. A weak link is worse than useless, it is dangerous. The time may come when in the storm lives may depend on the chain holding and then—if the chain fails—destruction. If a ship's captain finds a weak link in his cable he does not leave it there—he takes it out. If there is a weak link in your business chain take it out.

It is not always the big things that decide the victory when great issues are at stake. It is the little things that count, so be sure to cut out your weak links. Make your chain strong and powerful. A good chain is not built up of one link. The more links you add the better is the chain able to do its work. The more links you add to your business chain the better will it hold your credit fast. Start with the ring of Opportunity, weld on the link of Capital, forge well the links of Hustle, Straight-dealing, Ability, Intellect and Good-manners. But be sure that the defective links of Avarice and Double-pricing do not get mixed with the good links that make up your chain. Weld your chain in the fire of Uprightness and Truth and you may be sure that when the storm and stress of life rage around you, your chain will hold firm and fast, but if the weakling of Double-dealing has crept in to your chain, then the break will assuredly come and you will ever regret that you did not take out the defective link while there was yet time.

Are You Alive?

"It takes a live fish to swim up stream" and it takes a live dealer to swim up the stream of opposition that tries to swamp him. Don't think that because you are keeping your head above the water that you are alright. A dead fish can float, and a dead business can keep its doors open. But what is the use of a dead fish in the water? It doesn't make any difference if it's stranded on the bank—if it's dead. You are no use to anyone if your business is dead. You are just like a dead donkey in an alleyway—not going ahead yourself, and keeping others from doing so. If you are not alive and vigorous, invest your money in something easy—a pool table or a merry-go-round and leave the field open for the man who is alive. You are no use to yourself or your community if your business is dead. Your stock becomes incomplete and what you have left is obsolete. Either wake up and kick up stream or get out and don't contaminate the stream for the live fish that comes along later. It is not sufficient to keep your business in existence. You must keep it moving forward. The world today has no use for dead fish. If you're alive—show it; get around and make a splash just to show that you are not yet swamped by competition. Strike out—UP stream and make life a vigorous swim and not a dull, torpid float.

"Nobody can really harm you but yourself."

Rolling On.

This is a queer old world we live in. It is said that it takes all kinds of people to make a world, and we fully believe it. There are many kinds in every business, and one kind in particular seems to make his mark in every walk of life—the man with the grouch. Some men seem to be born to create everlasting friction. They refuse to roll on with the world as it advances, but have to be dragged along. The implement trade is not the only one which has this type of man in its ranks, but it is one which needs them least. There are too many worries inseparable from farm life and the farmer does not care to be bothered with another fellow's troubles, imaginary or real or be visited with the unpleasant association of the man who feels sore with the world in general and his neighbors or competitors in particular.

These are the men who are dragged along They just keep in business because there is no one else in that town handling the same line of goods. It is just the excellency of the products of the manufacturer they represent that keeps the door open. It seems a big pity that such men cannot see their own folly. They are no one's enemies but their own but at the same time they manage to make things unpleasant for other people. We all know the man who treats everybody harshly; looks on everyone with suspicion; refuses to acknowledge a favour or rectify a wrong. We are quite aware that sometimes things happen which will set a man at cross purposes with everyone, but at the same time it ought not to be continued indefinitely. There are times when a man wants to fight everything and everybody and it is at such times that the man's worst traits come to the fore and show him in the worst light. A man who is always ill-tempered does not inspire confidence and his ill-nature will cost him much in hard cash before he realizes what a fool he has been. A man who can say that he never lost his temper is rare; we all do it at some time or other, yet some of us manage to disguise it and you hear it said that. "No-one has ever seen that man lose his temper." A bad temper is one of those things whose possession means loss, both socially and financially. No man likes to talk to a fellow who does not treat him decently and who gives him surly answers or nasty remarks, and knowing this, it is a matter of surprise that some people keep up the everlasting grouch. More than one dealer has found to his cost that it does not pay to be uncivil, and still less does it pay to be surly and morose. It does pay to be polite, and to be good-tempered and equable. The difference between the two types is the same as a weight that is dragged along the ground with a vast amount of hard friction, and a smoothly rolling ball. There are many men who have to be dragged along the path of life and there are more who are "rolling on". Which are you? It is a question which means dollars and cents to you and your business. No man likes to transact business with the individual with the grouch, and he is likely on that account to lose much profitable business. The other man makes business a pleasure and one looks with gratification at the business done with him. Don't have a grouch. The world has given you a good chance; take it and prove that you are grateful for the gift by being as straight and progressive as you can, at the same time keeping on the inside of a good smile. Refuse to be dragged along, show that you are living in a land where the sunshine of freedom should be seen on every face and one where every man has an equal chance, and in accepting your chance, go "rolling on."

Soo Line Retail Implement Dealers Form An Association.

Just before going to press we are in receipt of the following report of the formation of a Retail Implement Dealers' Association among the implement dealers between Moose Jaw and North Portal on the Soo Line.

Canadian Farm Implements wishes the association every success and will gladly render it, or any similar association which may spring up in Western Canada, every possible assistance. The report of the initial meeting is appended hereto:—

Editor:—
Canadian Farm Implements:
Winnipeg.

Dear Sir;

We beg to hand you herewith a brief outline of a meeting held by the Retail Implement Dealers

on the Soo Line. For the past year we have felt that our welfare has been threatened and we have found it necessary to form an association, whereby there would be union among us, which necessarily means strength.

With this end in view there was a meeting held in Weyburn, Sask., on Thursday, Otcober 21st., and the following towns were represented: Estevan, Macoun, Midale, Halbrite, Stoughton, Francis, Kraneau, Yellow Grass, Lang, Rouleau, Milestone, Wilcox and Drinkwater.

The representatives present, feeling the need of an association, took the steps to form one under the title of"The Soo Line Retail Implement Dealers' Association." The following officers were elected:

President, S. J. Taylor, Yellow grass, Sask; Vice-President, D. Murphy, Estevan, Sask; Sec-Treasurer, L. T. Yingst, Weyburn, Sask; Board of Trial; J. McKenzie, Milestone, Sask; A. E. Westbrooke, Rouleau, Sask; E. H. Johnston, Macoun, Sask; J. H. Rigney, Stoughton, Sask:

The first annual meeting of the association is to be held at the call of the president early in January next.

The object of this meeting was the betterment of trade in general. The most important question which came before the meeting and the one affecting most of the dealers at this time, is the matter of contracting for 1910. There seems to be a tendency on the part of some wholesalers and jobbers, to press exclusive contracts. This point occasioned a great deal of discussion among the members but when the motion was put as to whether or not we dealers should sign exclusive contracts it was voted "No" unanimously, as we all agree that our liberty is practically all we have and we would be weak to allow this to be taken from us.

The Executive was authorized to prepare a constitution and by-laws for the association and to have it in readiness to submit for the approval of the association at the annual meeting.

At 9 p.m. there was a sumptuous banquet served in Gallon's Cafe, to which the members one and all did ample justice.

We would be pleased to have you publish this brief account of the meeting.

Thanking you in advance, I beg to remain,

Yours truly
L. T. Yinst,
Sec-Treas.

Personals.

Thos. Isbister, of Lanigan, has been succeeded by W. F. Howard.

W. C. Presnell has succeeded Govier and Hepburn in the implement business at Hepburn.

W. F. Jones, of Nanton, Alta, has taken into partnership A. J. Locke.

D. S. Milne, of Lake View, Alta., has sold out to the Trocher Valley General Store Co.

The Western Automobile and Gas Engine Co., was incorporated at Regina last month.

The Weyburn Implement Co., of Weyburn, has increased its capital from $20,000 to $40,000.

H. Pick, of Mortlach, has disposed of his implement business to McDowell and Berks.

John McLachlan, of Boissevain, has been succeeded by J. G. Linklater.

W. A .Morkill, of Dominion City, has sold his implement business to Fraser and Co.,

A new implement business has just been started by C. E. Conlin, of Rosetown, Sask.

A. O'Connor has taken over the implement business of H. C. Eyres, of Gainsboro, Sask.

F. C. Watson, of Ituna has been succeeded by Carson, Morrison and Watson.

The Nokomis Implement Co., have sold out and moved to Kindersley.

Abram and Ketchen of Watrous, have been succeeded by Cowie Bros.

W. T. Clough, of Lang, has taken over the implement business of W. A. Perkins.

Armour and Campbell have commenced business as implement dealers at Nokomis, Sask.

R. M. Angus, of Wetaskiwin, is building another implement warehouse.

The Nokomis implement business of Ingham and Alexander has been taken over by W. N. Ingham.

McGregor and Williamson, of Strathclair, have purchased the lumber and implement business of M. Craig, of Wynyard.

E. Strachan, the Western Manager of the John Watson Mfg., Co., has just returned from a trip through the west.

John Harmer, manager of the Harmer Implement Co., has just returned to Winnipeg after spending a week at the Twin Cities.

G. F. Williamson, manager of the Manitoba Windmill and Pump Co., Brandon, spent a couple of days in the city recently.

Mr. C. H. Stinson.

We herewith reproduce a halftone of Mr. C. H. Stinson, who on Nov. 1st was appointed Western Manager of the American-Abell Engine and Thresher Co., with headquarters at Winnipeg. For many years Mr. Stinson has been with the Advance Thresher Co. of Battle Creek, Mich., working up from the ranks through various positions until he became general agent for that concern at Watertown S. D., which position he resigned to take the present appointment. Mr. Stinson has a most thorough knowledge of the business, in fact he comes of a thresher family, six out of seven brothers holding positions of trust with the Advance Thresher Co., several of them being general agents. We wish Mr. Stinson success and join with the rest of the trade in extending him the glad hand.

J. P. Minhinnick, Western manager of the Frost and Wood Co., has just left the city after visiting the western branches of his company.

Mr. A. E Mott, the Western manager of the Cockshutt Plow Co., has returned from a trip through the west after visiting the western branches of the company.

The Massey-Harris Co., are taking advantage of the excellent railroad facilities at Napinka to establish a distributing warehouse there.

The Winnipeg Bonspiel is announced for Wednesday, Feb. 9th 1910 and the succeeding ten days: An invitation is extended to all our readers who attend to come in and have a chat with us.

Luke and Ellis, who were in business at Brownlee have dissolved partnership. W. A. Luke will carry on the implement business alone.

We are in receipt of a copy of the new catalogue just issued by the Winona Wagon Co., a very creditable production, profusely illustrated.

E. E. Lyday, Canadian Manager of the Parsons-Hawkeye Co., recently spent a week at Newton, Iowa, the home office of the company.

T. N. Williamson, mechanical superintendent of the Manitoba Windmill and Pump Co., of Brandon, is at present in Chicago having taken Mrs. Williamson there for a surgial cpoeration.

D. Drehmer, assistant manager of the John Deere Plow Co., has just returned from spending a week at the Twin Cities and at the factory of the Van Brunt Mfg., Co., Horricon, Wis.

B. Bell and Sons Co., Limited, have opened a branch house in Winnipeg to take care of the Western Canada trade. J. W. Bell has charge of the new branch, where they will carry a full line of their goods.

Leo. M. Rumeley, sales manager of the M. Rumeley Co. of Laporte, Ind., has just returned to headquarters after spending two weeks visiting various points in Western Canada in the interests of his company.

The Ontario Wind Engine and Pump Co., are enlarging their western headquarters at Winnipeg. Both office and warerooms are to be added to so that the company will be in a better position to take care of their increasing trade.

A fire broke out in H. McKenzie's Implement warehouse at Battleford which destroyed the building. Two other buildings caught with the result that the whole three were wiped out, the loss being estimated at $40,000. About half of this was covered by insurance.

W. J. Batters, of Holland, recently paid a visit to the city. Mr. Batters reports business as having been very good during the past season, though collections are slow, being, no doubt, due to the fact that farmers are holding their wheat for higher prices.

Mr. J. D. Hollowell, sales manager of the Winona Wagon Co.,

was in the city last month. While here he completed arrangements with the Stewart-Nelson Co., for the sale in Western Canada of Rushford and Winona Wagons, which are manufactured by the Winona Co.

The Stewart-Nelson Co. have taken over the agency for the sale of the products of the Heider Mfg. Co., of Carroll, Iowa. The Heider Co., are manufacturers of eveners, neck-yokes, ladders &c., and the Stewart-Nelson Co., will handle this line in the Canadian west.

In order to have better facilities for handling their increasing business, the Harmer Implement Co., who were formerly located on the corner of Princess and William have moved into more commodious quarters at 132 Princess Street, three doors south of William. The new quarters provide an office and showroom which are well lighted and convenient in every way.

The Aspinwall Mfg., Co., of Jackson, Mich., manufacturers of Potato Machinery, have been awarded a bronze medal for their exhibit at the Canadian National Exhibition recently held at Toronto. The Aspinwall Co's Canadian plant is located at Guelph, Ont., and it is said that their line of goods is meeting much favour in this country and that their Canadian trade is rapidly incresing.

Senator Jones, President of the Massey-Harris Co., has just returned to the East after making a very extensive tour of Western Canada in his private car. Among the party who accompanied him were the following Western representatives: C. H. Whitaker, Manager for Manitoba; Geo, Forsythe, Manager of the Regina Branch; W. C. Hunt, Manager of the Calgary Branch and Hugh Aird, Manager of the Saskatoon Branch.

It has been decided to make the 1910 Fair at Winnipeg extend over a period of ten days, instead of a week, as hitherto. The fair will open on July 13 and last till July 23rd. The stock will not be exhibited until Monday of the second week similar to other years. The receipts for 1909 fair amounted to $96,725, while the expenditure amounted to $94,359 This statement is very satisfactory, taking into account the two rainy days on Citizens' and Farmers' days.

Another staff change has taken place in the wholesale implement world. Mr. H. J. May, who has for fifteen years been on the sales staff of the Cockshutt Plow Co., has severed his connection with that firm and accepted a position on the sales force of the Harmer Implement Co. His associates on the staff of the Cockshutt Co. showed the esteem in which they held him by presenting him with a beautiful gold locket, suitably engraved, and to himself and Mrs May was presented a handsome cut glass water set. Mr. May has had a long connection with the implement trade, having been engaged in it since 1878, nearly thirty-two years ago. We extend to Billy our best wishes for his future success

Joseph Maw has just returned to Winnipeg after an extended trip of four months duration. Accompanied by Mrs Maw, Miss Maw and Miss Freda he visited England, France and Germany, not only visiting the big continental cities and well-known tourist resorts, but the little hamlets and beauty spots of the old world also. The party returned in excellent health and spirits after enjoying one of the most delightful trips ever experienced by Winnipeg residents. Mr. Maw in speaking of the auto industry, said that the automobile was springing into favor everywhere, and the factories both at home and abroad were literally swamped with orders. He also stated that jobbers handling this line have to place their orders further and further in advance each year, as the demand exceeds the supply. In his travels Mr. Maw visited many of the concerns who were engaged in the manufacture of automobiles, and he remarked that a new device had come before his notice which, he believed would be very useful in this country, and at the same time inexpensive. The device in question was a fire-fighting appliance in the shape of a pump which was attached to an automobile and operated by the engine in the machine. A 2½ in. hose with a ¾in. nozzle was connected and it is said that the stream thrown would carry 200ft. The value of such an appliance is apparent to all who live out of the range of fire protection, as it would form an efficient method of dealing with an incipient conflagration.

Stewart-Nelson Co., Move To Brandon.

The following letter, circularized by the Stewart-Nelson Co., needs no comment as it fully explains the change of the company's headquarters:—

Gentlemen:—

October 12th, 1909

We beg to notify you that the Stewart-Nelson Co., Ltd., has removed its Head Office to Brandon, where they will carry full stock of all their lines and will also handle the entire line of business which has been carried on by the Brandon Machine Works, which Company will be known in future as the Brandon Implement and Manufacturing Company Ltd. We will also carry stock in Winnipeg, Saskatoon, Regina and Calgary, so that we shall be in a position to supply your wants from any of these points promptly, and at reasonable prices.

Kindly address all correspondence in future to Brandon, Man., where it will receive the same prompt attention as it has received in the past at Winnipeg.

We feel that the change is for the better, both in your own interests and ours. Brandon is situated in the heart of a very large population and is convenient for shipping on all railways. We consequently believe that we shall be able to serve your interests in every way to the best possible advantage.

Thanking you for your patronage in the past, and trusting that this will be continued in the future, we remain,

Yours very truly,

(Sgd) The Stewart-Nelson Co., Ltd,

P. W. L. Briar, manager.

Cockshutt and Frost & Wood Unite Interests.

The announcement is made that the Cockshutt Plow Co. will hereafter handle the products of the Frost and Wood Co., west of the Great Lakes in Canada. Arrangements have been made whereby the Cockshutt Co., who manufacture a complete range of Plows, Seeders etc., acquire the exclusive selling agency in Western Canada for the line of Harvesters, Haying Machinery etc., made by the Frost and Wood Co.

For the past twenty years these two manufacturing concerns have been doing business side by side in Western Canada, each covering the same ground, maintaining large warehouses and a legion of employees and travellers, office staff and agents, each handling a line of implements which, with but

RAYMOND

When people think of a Sewing Machine they invariably associate with it the name "Raymond."

Why not handle a machine that everyone knows, and in fact demands?

For half a century the name Raymond has stood for a high grade, beautifully finished, serviceable machine.

Write for Agent's Terms, etc. Ten years' guarantee.

Raymond Mfg. Co., of Guelph, Ltd.

312 DONALD ST., WINNIPEG

Manufacturers of the Celebrated National Cream Separators

few exceptions, were not competitive.

This waste of energy and capital due to the maintenance of separate selling organizations in the West by these two big manufacturing concerns was fully realized by Mr. E. A. Mott and Mr. J. E. Ruby, and while a combination at times had been discussed by them it was but very recently that these two gentlemen had been able to arrange conferences which culminated in the Cockshutt Plow Co., taking over the sale of the Frost and Wood line in Western Canada.

The arrangement as we understand it, in other words means that the Cockshutt Plow Co., purchase outright from the Frost and Wood Co., their line of machinery for which the Cockshutt Co., are to be the exclusive selling agents in our territory. The Cockshutt Co., are taking over the large warehouses of the Frost and Wood Co., at Winnipeg, Regina, Calgary, Edmonton and other points. This arrangement assures the Frost and Wood Co. of a market in the West for their implements and at the same time relieves them of all responsibility except that of maintaining their reputation of manufacturing a line of harvesting machinery second to none. This will also leave their selling force free to concentrate its energies on the increase of their trade in Eastern Canada and in foreign markets.

The new arrangement gives to the Cockshutt Plow Co., a complete line of tillage and harvesting machinery for Western Canada so that this company's agents may be equipped with a complete line of implements. To ally the interests of the two concerns more closely the Cockshutt Plow Co. have acquired a financial interest in the Frost and Wood Co., and Mr. Harry Cockshutt, Managing Director of the Plow Company, has been elected to the Directorate and made Vice-President of the Frost and Wood Co. Mr. A. E. Mott, the Western General Manager of the Cockshutt Co., will have full charge of the entire organization in Western Canada.

Mandt Wagon Co.

We understand that the Mandt Wagon Co., have decided to build an addition to their plant at Stoughton, Wis. The new building will consist of a powerhouse, in which a generator of 650 h.p. will be installed, and a workshop. The construction is of red brick with cement and steel reinforcing. The addition will mean the employment of about 1,000 more men, and is to cost $100,000. The Canadian Moline Plow Co., are sole selling agents in Canada for the output of this concern.

New Branch, I.H.C.

The International Harvester Co. are establishing a new branch at Yorkton. Mr. John A. Tanner, who has for some time been acting as Assistant General Agent of the Winnipeg branch has been appointed general agent and has left for Yorkton to engage his travelling and office staff. He has already made office and warehouse arrangements and it is expected that the organization of the road and office staff will be complete and ready to start business on Jan. 1st 1910.

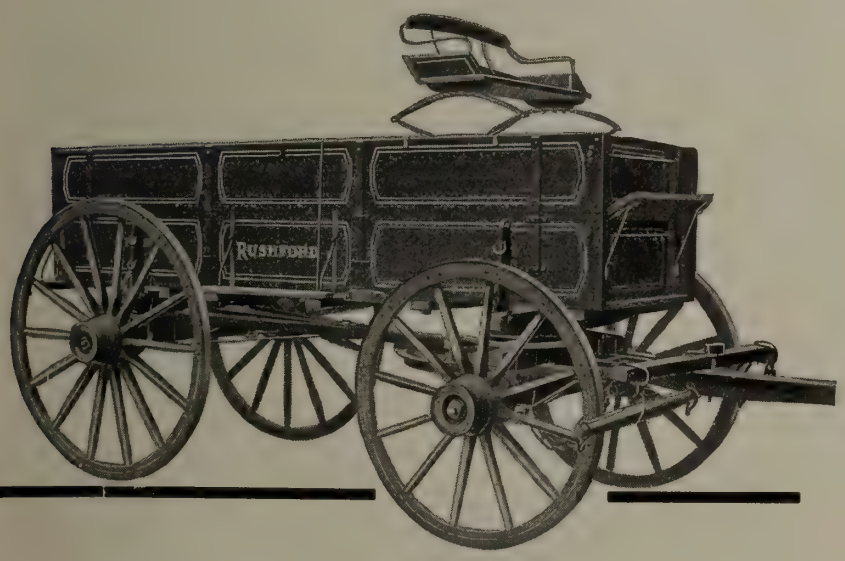
Mr. Tanner has for a number of years been in the employ of the McCormick Harvesting Machine Co., and the International Harvester Co. Eleven years ago he came west from Ontario to represent the McCormick Co., in the Dauphin district. After the amalgamation he continued representing the International Harvester Co., in his former field of labor, until about a year ago, when he was appointed Assistant General Agent at Winnipeg, which position he now leaves to take his well-deserved promotion.

Mr. Tanner will handle a large part of the Dauphin district and his long association with the trade there will no doubt prove beneficial to his prospects of building up a profitable trade for the new branch. As a token of the esteem in which he was held, the office staff of the Winnipeg general agency of the I. H. C. tendered him a farewell dinner at Deer Lodge upon the eve of his departure.

J. I. Case Engine Gang.

The J. I. Case Plow Works have made an addition to their already extensive plow line, by adding an engine gang. The new plow is made with either six or fourteen bottoms, each plow being an independent unit. There is however, but one lever for every two plows.

In a test which took place last month at Racine, Wis., the plow accomplished its work in a most creditable manner, operating equally well both up and down the inclines of the stubble field in which the test was held. The adjustments for wing, land and suck were conceded by those present to be all that could be desired. From reports received the spectators one and all deemed the plow a success in every detail.



Now sold by

The Stewart-Nelson Co., Ltd.

Stocks at

Winnipeg Brandon Regina Calgary

Canadian Representatives of

Winona Wagon Co., Winona, Minn.

Notice

Outer-Bearing Block

JUST BENEATH THE BOLSTER STAKE

This not only wonderfully strengthens the wagon, but makes it run easier. The weight does not come on the axles beneath the hounds, as on other makes, but is carried bang up against the wheel. As a result the axles do not become "sprung" or depressed in the center, but remain rigid and true, keeping the bearings straight, the grease evenly distributed, and preserving the "cluck" of the wagon, no matter how heavily loaded.

This is only one of many features found on RUSHFORD and WINONA wagons, that will help increase your sales

Write for Particulars

Calgary.

Chas. L Massecar, manager of the Brantford Cordage Co., of Brantford, Ont., made a brief stop at Calgary while on a tour through Western Canada. From Calgary he made a side trip to Lethbridge where he is intersted in a coal property, and afterwards continued his journey West to the Coast. Mr Massecar is very much pleased with the business done by his company in the West and with the progress and prosperity of Western Canada in general.

E. E. McCammon, Calgary, manager of the J. I. Case Threshing Machine Co., made a short trip to the coast during October. He visited many of the Coast Cities staying for a short time at Seattle.

H. W. Hutchinson, manager for the John Deere Plow Co., Winnipeg, made a trip through Alberta recently, visiting both Calgary and Edmonton.

Fred Partridge and Guy Heywood, implement dealers of High River visited the city recently on business. Quite a number of Western dealers have been here during the past month, among whom we noticed, J Ballison, of Granum and O. W. Hembling, of Didsbury.

W. E. Hall, general agent of the Frost and Wood Co., recently made his annual trip to British Columbia.

J. A. Latimer, manager for the Cockshutt Plow Co. and Geo. Hill of the John Deere Plow Co., also travelled to the coast, visiting Victoria, Vancouver and Seattle.

Senator Jones, President of the Massey-Harris Co., spent a short time here visiting the Alberta branch at Calgary and also many of the outside points. In his private car he came up the C. N. R. to Edmonton making short trips from that point and then coming up to Calgary, after which he returned East via the C. P. R. He was accompanied by the Winnipeg, Regina and Saskatoon managers of the company, and also Mr. W. G. Hunt, manager of the Calgary branch.

Good progress is being made on the new International Harvester Co's. building in Calgary, nearly two stories are now up. (1) Nov. It is going to be a very fine and imposing building of solid pressed brick with stone front, 125 feet frontage and 110 feet depth—four stories and basement. It will be a credit both to the company and to the city.

The new brick office and show room addition to the Massey-Harris building is also nearing completion, when that company will have excellent office and show room accomodation which will be double their former size.

Other implement concerns who are requiring additional space are The Cockshutt Plow Co., who intend adding one or two more storys to their building before spring, and the John Deere Plow Co., who have commenced already to add another story to their building. These necessary additions and buildings surely inicate a great growth in the implement business in this province.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held Saturday evening Nov, 6th at the Dominion Hotel Calgary.

Considerable stir was created in implement circles in Alberta when it was announced that The Frost and Wood Co., had joined forces with The Cockshutt Plow Co., for handling their Western Canada business. Mr. A. E. Mott, western manager for the Cockshutt Plow Co., and Mr. J. P. Minhinnick, western manager for the Frost and Wood Co., came out as far as Calgary to give their respective staff the necessary particulars. Before returning to Winnipeg Mr. Minhinnick made a short trip to Edmonton, and Mr. Mott went north as far as Red Deer. We understand that the Alberta business will be handat Calgary from the Cockshutt Plow Co., building, the stock of the Frost and Wood Co., being removed to the Cockshutt warehouse. It is stated that the staff of the Frost and Wood Co., will continue with the new management.

Threshing has been completed with scarcely a hitch, and one of the best average crops ever recorded in Alberta has been harvested. The grade of the grain is very good and the price also satisfactory, so that a more satisfactory collection season is anticipated than has been experienced for some years. The movement in collections while good so far is not as good as might be the case, and we believe is accounted for by the fact that an unusually large number of the farmers are holding the grain for higher prices which usually prevail in the spring. It is a most common thing throughout Southern Alberta and Central Alberta as well, to see small buildings erected just where the threshing was done, and the grain stored right there until ready to sell. While this has a tendency to make collections slower at present it has on the other hand for the time being eliminated the trouble with car shortages experienced in previous years and together with the continuous fine weather has given the railroads a splendid chance to keep things going without congestion.

"Farm Weeds."

The Dominion Department of Agriculture has just issued its second edition of "Farm Weeds." This volume was originally published as a work of reference for the use of schools, public libraries, and other educational institutions, but it has been deemed advisable to publish a second edition for the use of farmers and others who desire to have the book for their personal information and enlightenment. This second edition has been revised and added to until it now contains one hundred and eighty pages of reading matter relative to farm weeds, their habits of growth and the best methods of combating them. Seventy-six plates are included, which depict clearly the forms and characteristics of the weeds found in this country, being printed in their natural colors. It is written in plain language so that anyone can readily understand it, and the illustrations are so good that explanation of them is unnecessary. The volume is bound in a strong cover of stiff canvas.

This work is not by any means a treatise on Botany, but is designed to present reliable and authentic information upon those plants which are commonly designated as weeds, and whose growth is detrimental to agriculture. The book is now available to Canadian farmers and others who desire to possess it at the office of the Superintendent of Stationery at Ottawa, at the nominal price of one dollar ($1), for owing to the great expense entailed in its issue it has been found impossible to distribute it gratis. We would urge upon our readers the great usefulness of this book, and every person who has an interest in agriculture ought to possess a copy. Only one copy will be supplied to any individual so that it is well to secure it as soon as possible.

HERO GRAIN SEPARATORS

Captured the 1909 Business.
Sold through the Trade only.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

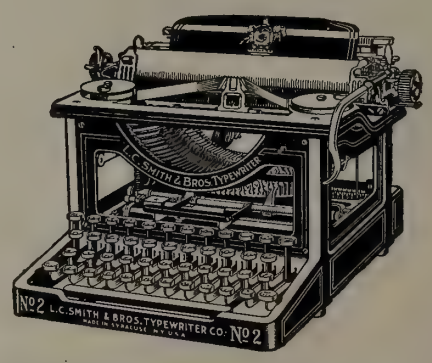
No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Hero Manufacturing Co. Ltd., Winnipeg.

Handwritten Letters Are Out of Date



Buy a Typewriter Now.

The L. C. Smith Visible Typewriter is the typewriter you have heard so much about; the typewriter which has so many more improvements than any other machine and is yet so reasonable in price.

Write us about it today.

N. B. Please remember that we have a large stock of good second-hand typewriters of all makes,

Richardson & Bishop, Ltd., Winnipeg.

368 Main Street, 3 Doors from Portage Avenue.

VAN BRUNT DRILLS

Are the Drills that do the Business

Made in Sizes 12-14-16-17-18-20-22-24

Single, Double Disc or Shoe Interchangeable

All important features that go to make up a successful Drill were brought out and owned by the Van Brunt Mfg. Co.

The **Axle** in the **Van Brunt Drill** is continuous (not short stub axle). The frame is so constructed that it stands up, there is no sagging or undue friction on bearings. A continuous axle costs more than stub axles, but the best is none too good for our Western farmers. The Van Brunt frame construction is no experiment, it has stood the test for years.

The only **Drill** that is equipped with wheels that have long hubs—**case hardened.** The inside of hubs run well under frame—wheels always run true.

Tire equipment is 4-inch on 18-20-22-24 and 3-inch on 12-14-16 and 17.

The **Van Brunt** is the only **Drill** with **Tilting Lever.** The operator can change the angle of Disc or Shoe while machine is in motion.

The **Tilting Lever** is as necessary on a drill as a tilting lever on a mower.

Gear Drive (not chain). There is no lost motion with the gear drive on the **Van Brunt Drill.**

All Drills equipped with **Wheel Scrapers**—very important in gumbo land. Wheels should always be cleaned in order to ensure accurate seeding and uniform depth.

FOOT BOARDS OR SEAT

The Van Brunt Mfg. Co. is the father of the Single Disc Drill construction. Secure the agency now for the genuine **Van Brunt Drill.**

JOHN DEERE PLOW CO. LTD.

Winnipeg

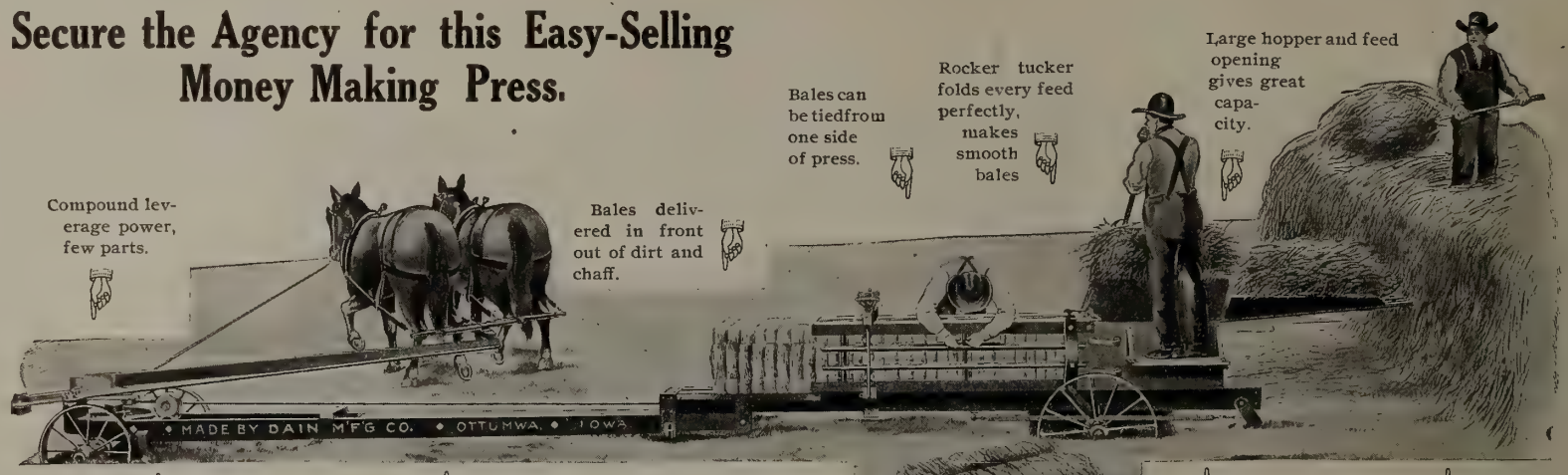
REGINA SASKATOON CALGARY EDMONTON

THE DAIN PULL-POWER HAY PRESS

Is an All-Steel, Full Circle, Two-Stroke Hay Press

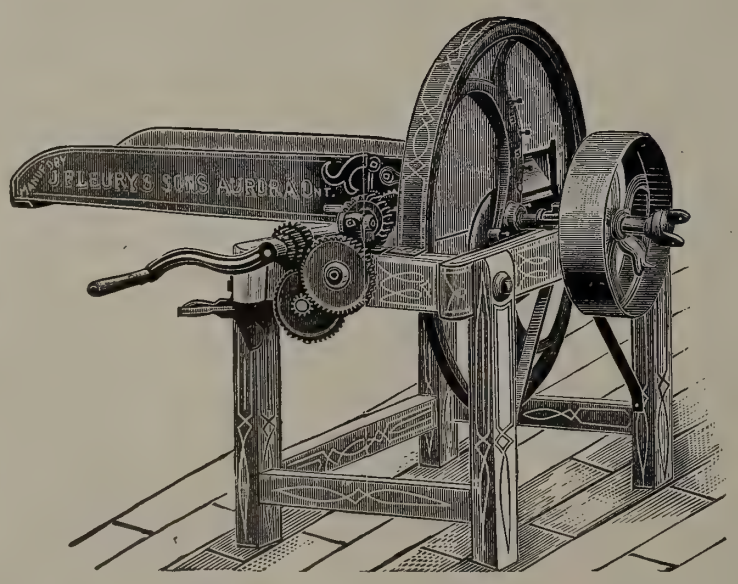
It has superior advantages in every respect as you can see by this cut.

Secure the Agency for this Easy-Selling Money Making Press.


Compound leverage power, few parts.
Bales delivered in front out of dirt and chaff.
Bales can be tied from one side of press.
Rocker tucker folds every feed perfectly, makes smooth bales
Large hopper and feed opening gives great capacity.
MADE BY DAIN MFG CO. OTTUMWA, IOWA
Pneumatic cushion. No heavy rebound or jar.
Low bed reach. No pitman for team to step over.
Smooth, square ended bales, the kind that pack close in cars.
No toggle joints or complicated parts.
Set it at the center of stack. Save one man's wages every day.

We are sales agents in Western Canada for FLEURY'S Famous

STRAW CUTTERS, "RAPID-EASY" and "GOOD LUCK" GRINDERS



This line of Straw Cutters range in size from 8 inch hand machines to 14 inch 12 h.p. machines, comprising the largest and most dependable line ever offered the Canadian trade.

These Grinders will do more and better work than any other grinders of corresponding sizes.

Fleury's is the most complete line of grinders made in Canada both for home and custom work.

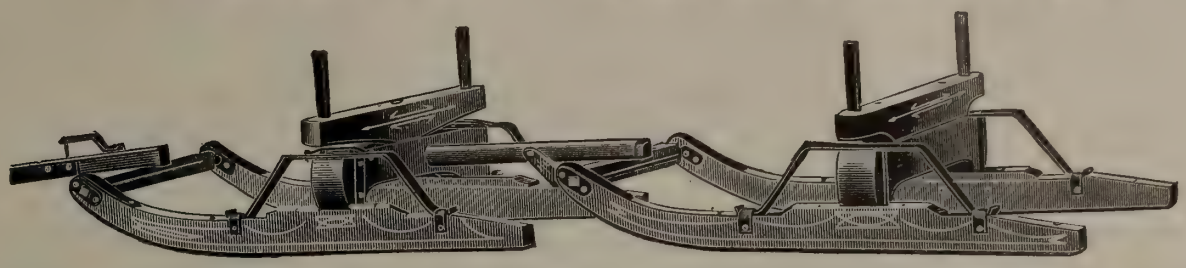
Ask for Our Straw Cutter and Grinder Catalogue.

JOHN DEERE PLOW CO. LTD.

Winnipeg

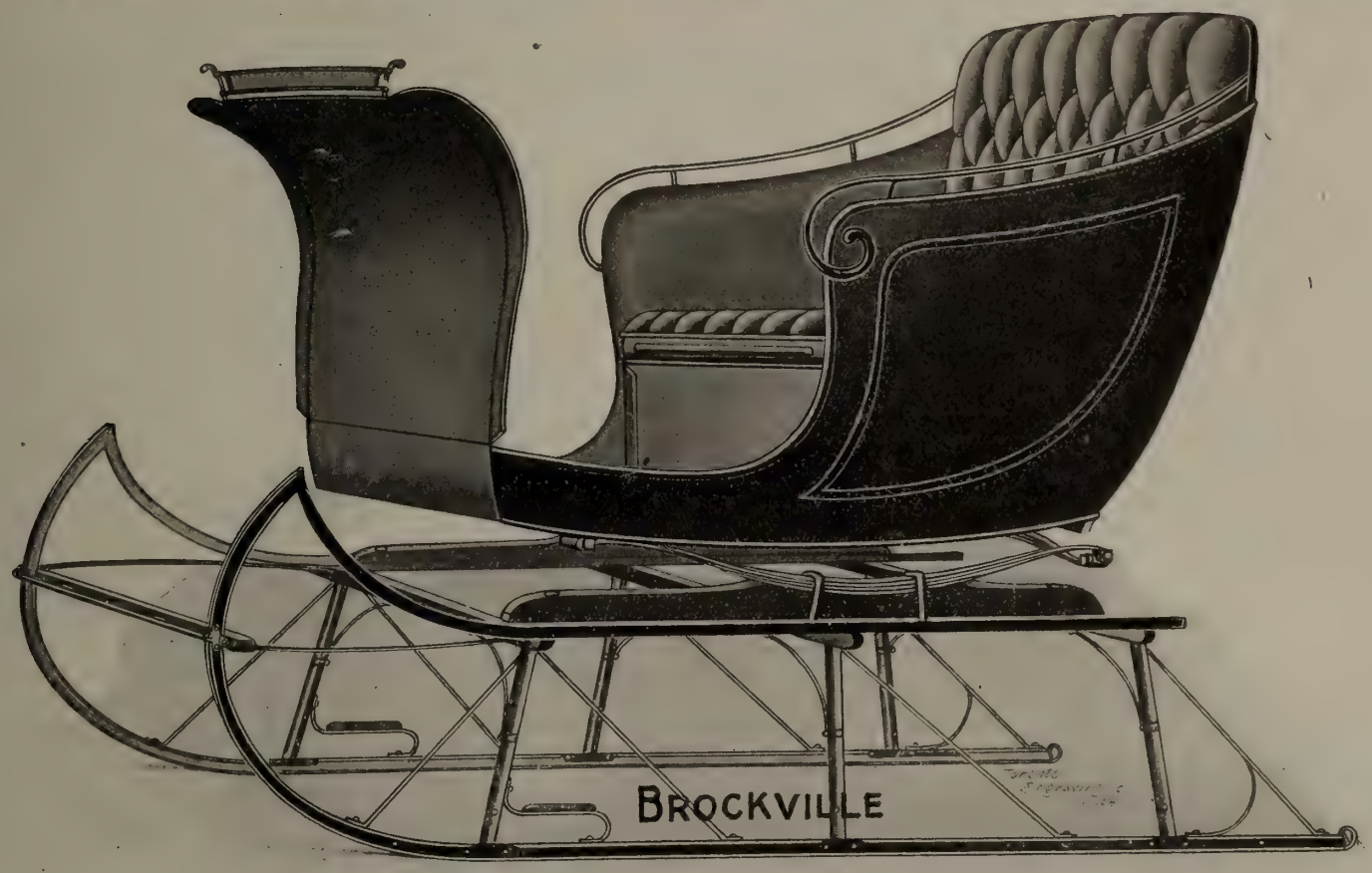
REGINA SASKATOON CALGARY EDMONTON

FARM SLEIGHS



Made in Three Sizes: 2 in., 2½ in., and 3 in. Runners with Steel Shoes and 2 in. and 2½ in., Runners with Cast Shoes
Our Logging Sleigh is made with 3 in. Steel Shoes, 5 ft. Bolsters, and heavy Cross Chains.
These Sleighs are built right and made from A 1 material.

The Brockville Line of Cutters



No. 210 SPRING PORTLAND

The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit :—

GEARS—
- XXX hickory knees, beams, runners, fenders and shafts.
- Steel braces and steel channel shoes.
- Shifting rod on detachable bar shafts.

BODIES—
- White ash frames.
- Three-ply dash.
- Panels glued and screwed to frame.

TRIMMING—
- Best grade plush or wood dyed cloth.
- Spring backs (removable).
- Spring cushions.

NICKEL PLATING ON BRASS. ***GUARANTEED NOT TO RUST.***

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **SASKATOON** **CALGARY** **EDMONTON**

Regina.

Mr. Frank Cockshutt visited the city recently in connection with the taking over of the business of the Frost and Wood Co., in this province. The Frost and Wood Co., formerly had thirty-three agencies in Saskatchewan which will in future be controlled by the Cockshutt Plow Co. Mr. A. E. Mott, Western Manager of the Cockshutt Plow Co., accompanied Mr. Cockshutt.

Mr. J. D. Taylor, manager of the Cockshutt Plow Co., here, visited Saskatoon, Sask., last week on business for his company.

Mr. E. S. Tecktonius, who has been manager of the Nichols and Shepard Co., since that firm moved their Western headquarters from Winnipeg to Regina, has severed his connection with the firm. He leaves to take the position of sales manager with the M. Rumely Co., on Nov. 1st, for La Porte, Ind., where he will enter the home office of the company. Mr. Tecktonius is well known here and business men generally will regret his departure. The Implement Dealers' Association wished to tender a banquet to Mr. Tecktonius before his departure. The travellers of the Nichols and Shepard Co., who have worked under his management, had however, arranged to come into Regina and tender their Chief a complimentary banquet on the occasion of his retiring from the service and as the time did not permit of both, the Association gave way to the travellers, who have been so intimately connected with Mr. Tecktonius in their work.

Threshing is practically all completed in this district. The weather has continued so open that farmers have been able to do a great deal of work on the land since threshing, and this has made a good trade in implements.

Considering that the bulk of the paper does not mature until Nov. 1st collections have been most satisfactory up-to-date, and the prospects were never better.

The M. Rumely Co., of La Porte, Ind., who purchased ten lots in the wholesale and warehouse section some months ago are now having plans prepared for the building they intend to erect. The building when completed will be 230 feet by 90 feet and will include a large warehouse for repairs. Work on the main warehouse will be started first thing in the Spring, but the office, however, is being built this year. This will be a building 46x50 feet. The Company will make Regina their headquarters for the three prairie provinces, but they will erect branch warehouses at several convenient points, and for this purpose have purchased four lots in Saskatoon, Sask.

A farewell banquet was tendered to Mr. C. F. Taylor, the superintendent of the C. P. R. for this division, who has been transferred to Medicine Hat. The event took place on Thursday, Oct. 28th and among the hosts were several prominent implement men. The health of the guest of the evening was proposed by Mr. P. McAra, President of the Regina Board of Trade. In his reply Mr. Taylor said that when he first took charge of this division only twenty months ago, one shunting engine working ten hours a day, was able to take care of the business, now two engines, each working twenty-four hours had difficulty in coping with it. In September last Regina shippers and wholesalers had shipped out to all points of the province no less than 1100 cars, and during the same month they had received 1500 cars. This was equal to an average of one mile of cars a day. During this period of a little over a year and a half the C. P. R. pay roll at Regina had increased 250 per cent. To take care of the rapidly increasing business the company had made an appropriation of $125,000 to provide facilities for handling freight and taking care of the necessary motive power here, and in the course of six or seven months he expected to see Regina provided with facilities in these respects which would possibly be only equalled by Calgary in the Western Provinces. Touching on the question of the proposed Union Station, Mr. Taylor said he hoped that when visiting the city at no distant date he would find it with a station which would be in keeping with the finest public building the city could boast of to-day, and he hoped that in locating that station it would be possible to retain at least a portion of Stanley Park as a place of beauty in front of it, thus adding to the station itself and to the appearance of the city as a whole.

NOW IS THE TIME

when every farmer wants Labor saving machinery **to help out** with the **fall and winter work.**

Here is a list to select from, which **thousands of satisfied farmers are using. Why not your customers ?**

The Famous Canadian Airmotor
For Power and Pumping
The Stickney and "Flour City" lines of Gasoline Engines
1½ to 40 H. P. Stationary, Portable and Traction.
Bell Horse Powers, Tread Powers
Feed Cutters and Drag Saws.
New Toronto Grain Grinders and Steel Saw Frames.
Aylmer Scales
For every Purpose.
Toronto and Aylmer Pumps
Wood and Steel Tanks and Troughs

Well Drilling and Boring Machinery
Write us today for catalogues and terms.
Mention the goods you are specially interested in.

ONTARIO WIND ENGINE & PUMP CO.
Limited
WINNIPEG, MAN.
Distributing Agencies: Regina, Saskatoon, Calgary, High River, Wetaskiwin, Edmonton

Wood Shrinkage.

Interesting experiments on the shrinkage of wood due to the loss of moisture have recently been completed by the Forest Service at its timber testing station at Yale university. These experiments show that green wood does not shrink at all in drying until the amount of moisture in it has been reduced to about one-third of the dry weight of the wood. From this point on to the absolutely dry condition the shrinkage in the area of cross-section of the wood is directly proportional to the amount of moisture removed.

The shrinkage of wood in a direction parallel to the grain is very small; so small in comparison with the shrinkage at right angles to the grain, that in computing the total shrinkage in volume the longitudinal shrinkage may be neglected entirely.

The volumetric shrinkage varies with different woods, being about 26 per cent. of the dry volume for the species of eucalyptus known as blue gum, and only about 7 per cent. for red cedar. For hickory the shrinkage is about 20 per cent. of the dry volume, and for longleaf pine about 15 per cent.

In the usual air dry condition, from 12 to 15 per cent. of moisture still remains in the wood, so that the shrinkage from the green condition to the air dry condition is only a trifle over half of that from the green to the absolutely dry state.

Fifty Years in Business.

It is fifty years ago since J. Fleury's Sons established their works in Aurora, Ont., to manufacture agricultural implements To show their appreciation of the many services rendered to the town the citizens presented Mr. H. W. Fleury with a handsome silver service on the occasion of the fiftieth anniversary of the firm. The event took place on Mr. Fleury's return from England, when the Mayor proclaimed a half holiday and the people of Aurora assembled to do honor to the firm to which the town owed so much of its prosperity. Over 2,000 people took part in the demonstration that took place and it is a fitting tribute to the esteem in which this concern is held that those who had known them longest should acknowledge it in this manner. We extend our congratulations to the management on the attainment of their fifty years of prosperous business, and sincerely hope that their prosperity will continue. This firm is represented in Western Canada by the John Deere Plow Co., who have had the sole agency for their line of goods.

"You are under a real obligation to every man on earth."

Brandon

The C. P. R. is erecting a boiler house on the north side of the main line tracks opposite the depot. A new heating plant for the depot is to be installed at an estimated cost of $10,000.

A new automobile garage is to be erected in Brandon by the Reliance Machine and Motor Works, which when finished, will be one of the most up-to-date motor garages in the West. The building is to cost about $10,000 and is to have three stories, with floor space 60 x 120. One of the floors will be used as club rooms by the Brandon Auto Club. Work will be commenced on the excavation of the basement at once.

The conference of the Western Manitoba Teachers' was held recently at Brandon, and proved a great success and was of much educational value to the 500 teachers who attended. This was probably the largest and most successful teachers' convention ever held in Western Manitoba. The Hon. G. R. Coldwell Minister of Education was elected Honorary President and Mr. J. B. Morrison, of Napinka, President.

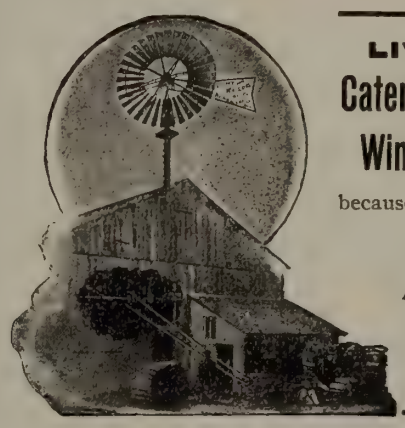
E . J. Gifford, representing a Heating Company, is applying for a franchise to heat blocks and residences in the city. The idea of the company is to have a central heating plant, with main pipes running along the streets. Laterals branching off from the mains will carry heat to the buildings to be heated. Meters will be installed to measure the amount of heat used, and the consumer will just have to pay for the heat he uses.

The by-law authorizing the city council to issue bonds to the amount of $13,000 for the purpose of erecting an addition to the Winter Fair Building, was carried by a good majority and the building will be proceeded with at once, so that it may be ready for next winter's fair. When completed it will be the largest building used for fair purposes outside of Guelph.

An official of the C. N. R. was in the City making preparations for the extension and improvement of the company's yards at this point. The plans drawn up call for alterations that will cost in the neighborhood of $10,000 and will include a greater mileage of tracks. The new freight sheds are almost completed, and will enable the company to handle their increasing freight business more expeditiously. It is quite probable that the company will erect a fine hotel in connection with the passenger department next year, but if this is done an overhead bridge will have to be erected, or Lorne Avenue, which crosses the track, will have to be closed.

The duplicate water main has been completed, and the Board of Underwriters will be asked to reduce the rates on residential property from 65 to 55. This will mean a great saving to house owners in Brandon. The new water main will hold 6,300 gallons of water and will reduce the friction from the present 29 per cent to three per cent, thereby making a better general water service throughout the city. The estimated cost of the improvement was $30,000.

McDairmid and Clark, manufacturers of doors and window sashes have just moved into their fine new block on the corner of Seventh Street and Princess Ave. It is a three story brick building with a fine basement, which supplies large office and extensive warehouse space, but it is the intention of the firm to further increase their warehouse space in order to facilitate the handling of



LIVE DEALERS will sell

Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines

because they are of the Highest Grade and Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,

H. CATER.....Proprietor

Brandon, Man.

$ $ $ $ $ in the Manure Heap

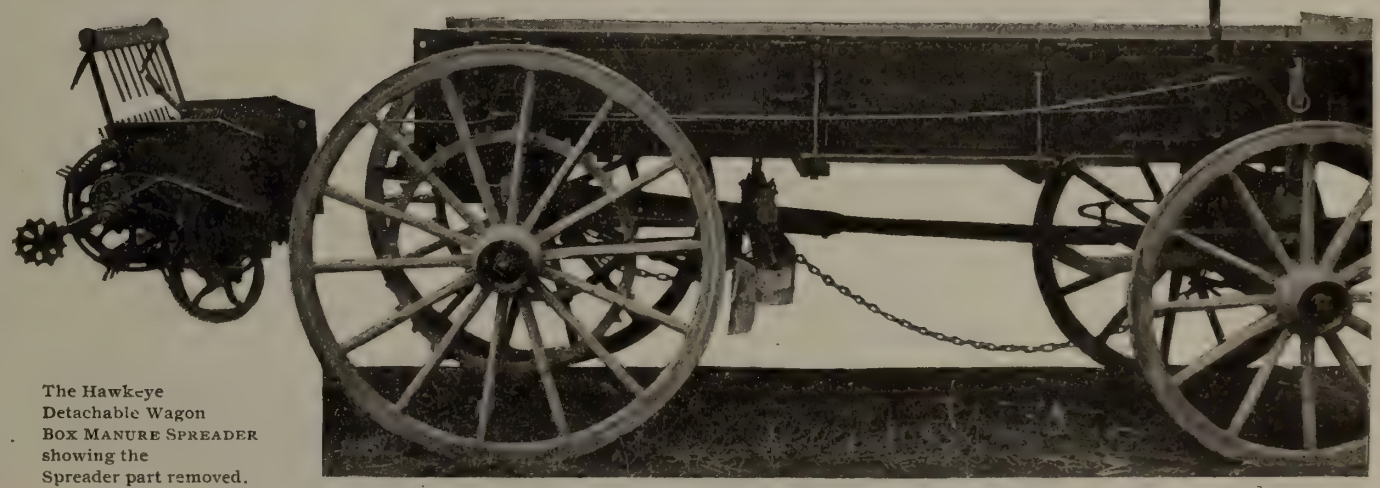
Can be easily and quickly applied to the land with a

Hawkeye Detachable Wagon Box Manure Spreader

It is the only spreader of the kind in the world, and we are confident it is the best. It does the same work as well or better than any other and COSTS ABOUT ONE HALF AS MUCH.

It can be attached or detached instantly, leaving the wagon and box (box comes with spreader) free for other work about the farm. It is exceptionally light of draft, an ordinary farm team pulling it loaded anywhere. It is adjustable to any thickness of spread and is made of the best and most durable material. It is warranted to give satisfaction under any and all conditions.

The men who have used it are men who know. Read what two of them say :



The Hawkeye Detachable Wagon BOX MANURE SPREADER showing the Spreader part removed.

LYLETON, MAN., June 25, 1909.

Parsons Hawkeye Mfg. Co., Winnipeg, Man.

Gentlemen:—We take pleasure in herewith enclosing to you our check in payment of the Detachable Manure Spreader which you shipped to us March 31st.

We find this machine satisfactory in every way and you cannot recommend it too highly. It is exactly what we have been wanting to buy for our own use for several years and we are positive that we will be able to sell a large number of them to our customers as the price is very reasonable.

Yours truly, R. MURRAY & SONS.

This is a Profitable Proposition for Dealers. Write for Catalog.

VIRDEN, MAN., June 26, 1909

Parsons Hawkeye Mfg. Co., Winnipeg, Man.

Gentlemen:—I have given your Detachable Manure Spreader a good trial, both in light and heavy manure on my farm, and I find it very satisfactory in every way.

I can recommend it to all up-to-date farmers who approve of good farming, not to be without one of these labor saving machines.

Yours truly, JOHN C. HONEYFIELD.

Parsons Hawkeye Mfg. Co.

WINNIPEG, Canada

THE CHAPIN CO., CALGARY, General Agents for Alberta

their increasing business, The great expansion of the McDiarmid and Clark business is another evidence of the fact that manufacturing in Brandon pays.

Mr. Fred Burgess, a Toronto jeweller has been in the city on his annual western trip. He says that he finds business brisker than ever before in the west and the outlook points to a record year.

L. L. Searles, Credit Manager of the International Harvester Co., Chicago, was a visitor in the city. Also C. W. Allen, of the Law Dept., and A. G. Marcy of the Sales Dept. It was Mr. Allen's first trip to the west and he was taken for an auto ride through the farming district contiguous to Brandon, giving him an insight into the progress and prosperity of this district which more than exceeded his expectations.

We had a short visit from our old friend, Mr. T. W. Leary, who was formerly on the staff of "Canadian Farm Implements." We are always pleased to see Tom.

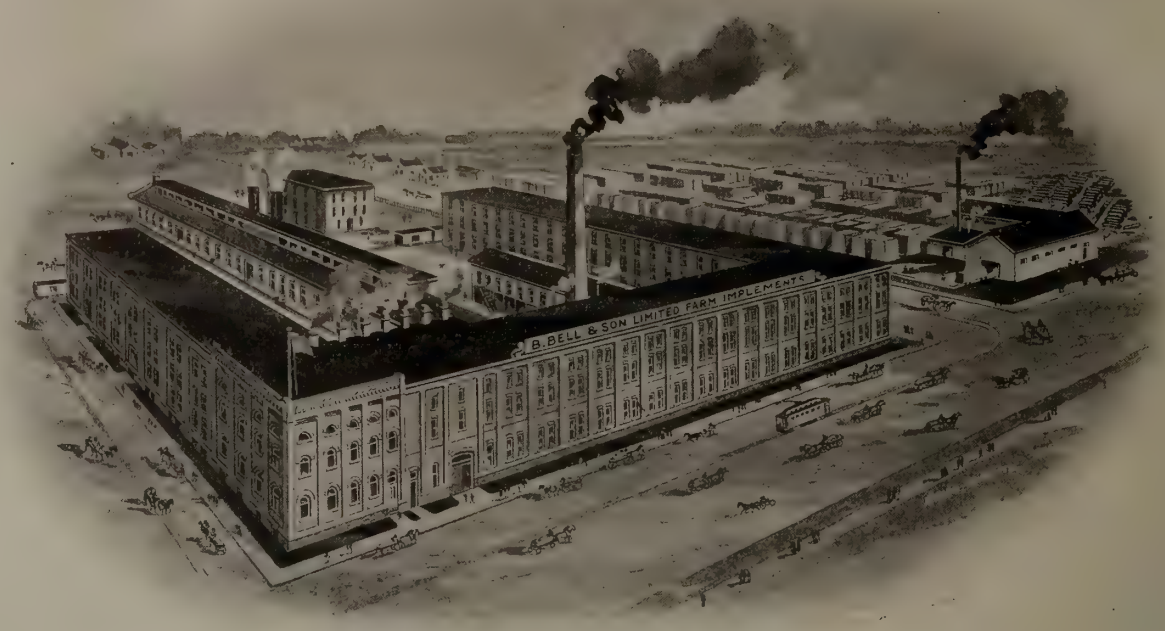
The Great Northern Railway are asking permission from the City Council to run a spur track along the lane, between Rosser and Pacific Avenues, and from 15th to 10th Streets. If this permission be granted it will prove of great benefit to the wholesale and transfer warehouses along that district.

Many of the citizens watched with a great show of interest the big trenching machine owned and operated by Mr. Bullock, the contractor, while it was digging the trenches for the gas mains. The machine is making rapid progress, and the big eight inch mains are being laid with all possible dispatch, and the expectation is that the gas will be supplied to consumers by the first of December.

The new daily train service between Winnipeg and Brandon is being well patronized and the time taken for the trip has been cut down to about 4½ hours.

The Railway Commission held a very short session here on the 13th of October, but there were no local cases forthcoming.

An important change has taken place in the well-known Brandon firm of Vincient and Co., furniture and undertakers, of this city, Mr. Ritchie Macpherson having been again admitted into partnership. Mr. Macpherson left the firm two years ago and has been farming near the city. The firm name of the new company will be Vincient and Macpherson.



Head Office and Factory of B. Bell & Son Co. Ltd., St. George, Ont., and Winnipeg, Man.

The weather still keeps mild and open with no frost as yet to interfere with fall plowing, and the farmers are getting a good acreage ready for next season's work. The threshing is quite finished and all threshing machines put away for another season. The plow trade has been good here, and we look for a big business in small engine gangs of five and six furrows for next season, as nearly every person is plowing with steam or gasoline, and many inquiries are being received about these small gangs.

Money is slow in moving just now, and it is not expected to be brisker until the ground freezes up, when a large percentage of outstanding accounts being paid up is anticipated.

The Harvester World.

We have just received the first number of "The Harvester World," the house organ of the International Harvester Co. The new journal is of a handy size (6 x 9) and is printed on excellent paper and well illustrated. It is to be published monthly and will be sent free to all employees and agents of the I.H.C. who care to send in their names to the advertising department of the company, Harvester Building, Chicago. An excellent feature of the new journal is the Honor Roll, which is a list of the ten best agency records of the Company, giving the names of the I. H. C. General Agents who have made the ten highest sales in each of the four principal lines mentioned, viz., Gasoline Engines, Wagons, Manure Spreaders and Cream Separators. We note that in the engine section the Winnipeg agent, Mr. M. J. Rodney, comes second, while the Wagon section contains the names of three Canadian agents; J. H. Brookbank, Calgary; W. P. Wells, Regina; and R. H. Potter, Saskatoon.

When one considers this concern has over a hundred General Agencies it is something of an honor for four out of the six Branches in Western Canada to score among the forty.

The Harvester World is being edited by Mr. R. D. Owings, the advertising manager of the International Harvester Co.

Edmonton.

Senator Melville-Jones, President and Managing Director of the Massey-Harris Co., visited Edmonton recently, and as an outcome of his visit it is expected that a new warehouse will be erected by the company next spring. For some time it has been realized that the present building was altogether inadequate for the amount of business done by this company in Edmonton, and it is thought that the visit of the President will lead to a realization of this, and that a new warehouse will be erected on the property owned by the Company on the corner of Howard and Price Streets. The Senator is one of the foremost business men of Canada and makes an annual trip of the West in order to inspect branch houses and study trade conditions. He has visited Edmonton every year since the Massey-Harris Co., established an agency here. H. H. Fitzgerald is in charge of the Massey-Harris business here and is rapidly building up a good trade with the surrounding districts.

A. G. Howse, representing the Dominion Carriage Co., of Toronto, is at present visiting Edmonton and the West in the interests of his company. While here Mr. Howse made arrangements with G. T. Thayer to act as general agent for his company in Alberta. Mr. Thayer was formerly with the Massey-Harris Co., at St. Thomas, Ont.

J. A. Brookbank, general agent for the I. H. C. at Calgary. and J. F. Jones, Canadian Sales Mgr. were in the city and surrounding country recently conducting a school of instruction for the local salesmen of the company. A new implement is being tried out, for which the International Harvester Co., have taken the selling agency. This is the P & O Engine Gang Plow manufactured at Canton, Ill, and it is considered well adapted to the needs of this country.

H. M. Blake, Sales Manager of the P & O Co., and George S. Hamilton, both of Canton, Ill., are here to demonstrate the good qualities of their plows in the districts where they are being tried.

T. W. Ruttle, for many years the Massey-Harris Agent at Wetaskiwin, has severed his con-

nection with that firm and accepted a position as general agent of the McLaughlin Carriage Co. Mr. Brown, of the firm of Brown Bros., Lacombe, has succeeded Mr Ruttle at Wetaskiwin and we feel sure that he will make a worthy successor. He has the good wishes of his many friends in his new venture.

E. J. Ramsey, the genial representative of the Sawyer and Massey Co., in this district reports a good feeling in his territory and good prospects for new business in 1910. The farmers along the line of the C & E Ry. seem on the whole to be well satisfied with the year's operations. A considerable addition has been made to the area under cultivation in Alberta this year, winter wheat being much in evidence.

S. C. McMillan, who has been with the International Harvester Co., since way back has been promoted and is now the general expert for that company in this territory. Mr. McMillian recently made a trip to the Clover Bar district to repair one of the I. H. C. Manure Spreaders and we are pleased to report that he was successful in his endeavor to repair the damaged part. Mr. McMillan is particularly good in this line as well as with hay loaders and stackers. We wish Cy all kinds of good luck.

We are pleased to report that W. J. McCallum, who has been laid up with typhoid fever, is slowly recovering and we hope soon to see him in his usual good health. Mr. McCallum is the local general agent of the International Harvester Co.

Mr. Sam Roe, of Calgary is in the city on a business trip in connection with the Tudhope-Anderson Co. He reports that his company is at present building a large transfer and forwarding warehouse at Saskatoon, to handle the Western business.

The Way to Sell a Gasoline Engine.

The gasoline engine is fast gaining ground in popular favor everywhere. The people who see the advantage of its use are increasing in numbers. The man who should handle this lucrative trade is the local implement dealer.

But if he would handle this line in a satisfactory manner it is necessary that he make a thorough study of the pattern of engine he intends to sell. He must be able to demonstrate it to his customers.

If a dealer will do this and simply invest enough of his capital to purchase this demonstrating engine, he will find more interest in the business and will probably sell five engines where he would not sell one without the demonstrator. This little investment will stimulate him to greater activity and open the way to a line of business which will lead him to new and greater possibilities. A dealer would hardly expect to do much business without a stock of plows, harrows, vehicles and other implements in competition with his neighbor who carried a full line of these supplies. It is therefore evident that the dealer or agent who would do well in the sale of gasoline engines must consider the matter of carrying in stock at least one demonstrating machine if not a full line of the various sizes manufactured by his house. In this way he has something of interest to show prospective buyers who will be anxious to give him a hearing and ready to place their order when they have had a satisfactory demonstration.

As to a satisfactory demonstration. It is well to see that your sample engine is spic and span and ready to start up at a moment's notice. You never know when a prospective customer may step in and want to see the engine in operation. It lessens your chance of a sale if the engine does not start up at the first attempt. An engine that balks, misfires or pounds, does not give a good impression to a man who is looking for a simple engine. It is safest to see that you yourself know something about the engine before you attempt to explain it to a customer. It needs something more than being able to start the engine. You should be able to tell the man who wants to know how the engine works, to explain the function of each and every part. You cannot do this unless you fully understand the engine. Take a few hours off some day and take the engine down (don't take out the piston, you might have some difficulty in replacing it.) Then read the maker's description and instructions, and after examining them replace all the parts you took off. It is good practice and is better than just reading the literature about it to your listener. Then see that all parts are properly adjusted to ensure easy running. Don't leave everything till the customer arrives. You don't want to have to hunt for the can to fill up the gasoline tank, to replace defective batteries, or to fill up the grease cups or lubricator. See that the carburettor and sparking plug are all right. Nothing should be left to chance, for it will give a bad impression to the prospective customer if the machine balks before starting. You must remember that he probably knows nothing whatever about a gasoline engine and if he sees that you have to adjust this, or adjust that, he is very apt to jump to the conclusion that that sort of thing will happen every time the engine is used. How much better is the impression given when he sees you turn a few taps, move over a little lever, and, then after the wheel is given a slight turn, the engine goes buzzing along as though it were running on silk. A good plan is to run the exhaust outside the building so that the sound will be deadened to some extent and you can point out the good features of the machine without having to yell. The demonstration is improved still more if the engine is connected so as to operate some machine.

Emerson Mfg. Co., Change Name and Increase Capital.

The Emerson Mfg. Co., of Rockford, Ill., have increased their capital stock from one to three million dollars. The name of the concern has also been changed to the Emerson-Brantingham Co.

The requirement for the increased capital grew out of the extension of the local plant, the establishment of branch houses and the unprecedented demand for implements, the million cap-

WATER COOLED
GASOLINE ENGINES

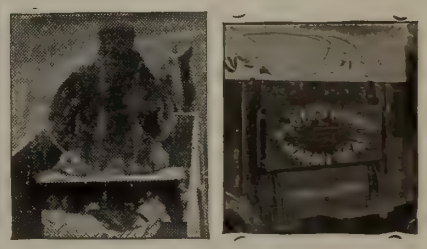
1½ H.P.
2½ "
3 "
8 "
10 "
FOR SALE CHEAP

THE GASOLINE ENGINE SUPPLY CO.,
36 Main St. Winnipeg.,

GRAND TRUNK RAILWAY SYSTEM
THE DOUBLE TRACK ROUTE TO
Detroit, London, Hamilton, Toronto, Montreal and all points in the New England States and Eastern Canada.
THE ONLY DOUBLE TRACK ROUTE TO NEW YORK VIA NIAGARA FALLS.
Stop-over privileges at Duluth, St. Paul, Chicago and above mentioned points.
Equipment and service unexcelled. Agents for Cook's Tours; all ocean steamship lines and Quebec Steamship Co. to Bermuda and West Indies.
Write, phone or call for information, rates, reservations, etc. Ask for "Vistas."
A. E. DUFF
Genl. Agent Passenger Dept.
Phone Main 7098
260 Portage Ave., Winnipeg, Man.

FRAZER AXLE GREASE.
DEMAND THE OLD RELIABLE FRAZER AXLE GREASE.

THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER
Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.
MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.
Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.
For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

italization being found insufficient to handle the large business done by the manufacturers of the Emerson Foot-Lift Line.

The new name incorporated into the Emerson official title came in the form of a recognition of the services rendered to the company by Chas. S. Brantingham in his connection with the company in a managerial capacity.

This company started business in 1852 and in 1895 was reorganized under the firm name of the Emerson Mfg Co. At the reorganization Mr. Brantingham became associated with it and continued with it until in this second change he has received the reward for the energy and ability displayed in the affairs of the company.

The change of title and cappitalization means no alteration in the general business of the company beyond a meeting of the requirements of the business.

Contributions Thankfully Received.

We are going to have a bumper number next month. We have put on our thinking cap, lubricated the literary mechanism—and will make our Christmas number the best ever. We have been running this paper a long time now, each issue endeavoring to surpass its predecessor and with the Christmas number will be completed the tale of five years' work. We have learnt much in those five years but we have yet to learn that a good thing cannot be improved and so we are going to try and make the December issue the premier issue of the year. Now it is conceded that two heads are better than one, but it is also true that two hundred and two heads are better still so that we want our readers to tell us what they think will improve our paper and at the same time send us something to help make the issue the biggest and best yet. Our subscription list goes well into four figures and if we get one per cent of our readers to send us their opinions we shall be able to judge how best we can improve. So all contributions in that line will be thankfully received.

Parlin & Orendorff Co., Increases Capital.

A meeting of the board of directors of the Parlin and Orendorff Co., was held at the general offices of that firm at Canton, Ill., the business of the meeting being the increase of the capital stock At this meeting the capital was increased from $1,000,000 to $5,000,000, divided into $3,000,000 5 per cent preferred and $2,000,000 common stock.

The record of the P & O Co., is one of exceptional note. It was incorporated in 1842, and up to the present time has been located at Canton, Ill., its ownership having always been in the hands of the two families whose names it bears. No change will be made in the management by the present action of the shareholders, the members of the two families still owning and controlling the business.

The new capital consists of a portion of the surplus of the company, which is being capitalized.

Manitoba Windmill & Pump Col. Enlarge Plant.

The Manitoba Windmill and Pump Co., of Brandon are building an addition to their plant. The new addition, 60x100, is to be used as a foundry and it is to be fully equipped and up-to-date in every respect. The space used for the present foundry, 50x60 will be added to the machine shop, so that the new addition will mean a general increase of manufacturing facilities in every department. It is also the intention of this concern to add a 45 h.p. gasoline traction engine to their 1910 line. The management assure us that the demand for the products of this company is best proven by the fact that fully 25 per cent of next year's output is already contracted for.

Carriage Factories Limited.

Is the name of a new company, which was incorporated September 24th 1909, to take over as a going concern the carriage manufacturing businesses of the following companies: The Canadian Carriage Co., Ltd., Brockville, Ont., The Munroe and McIntosh Co ., Ltd., Alexandria, Ont; The Tudhope Carriage Co., Orillia, Ont; and the E. N. Heney Co., Ltd., Montreal, P. Q.

The new company is incorporated with a capital of $4,000,000, one half of which is preferred and the other half common stock. No announcement has yet been made as to the management of the new company, but we understand that, for the present at least, the several companies concerned will operate as heretofore.

Five Billion Dollars.

At the National Irrigation Congress, held at Spokane, Wash., last month, a startling resolution was proposed by the Secretary of the Board of Control. This was to memorialize the United States Congress to issue five billion dollars ($5,000,000,000) in bonds, one-fifth of which is to be expended for each of the following purposes:—

1. The reclamation, by drainage, of 100,000 square miles of overflowed and swamp lands.
2. The irrigation of 40,000,000 acres of arid or semi-arid lands, now waste.
3. The improvement and construction of deep waterways.
4. The construction of good roads and National highways.
5. The re-forestation, conservation, and protection of forests now standing.

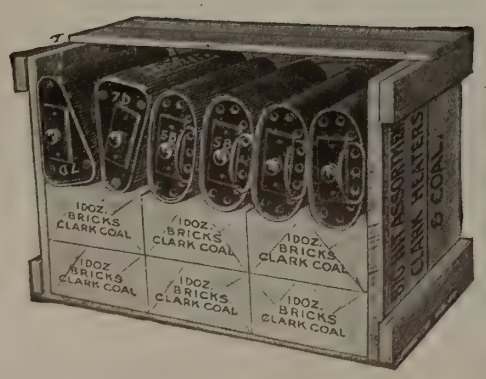
The amount proposed seems to be at first glance, staggering in volumt, but the ultimate benefits which would accrue are far greater. The annual value of farm products alone now exceeds this great total by three-fourths of the whole; not to speak of the inconceivable value of mineral and other products of the national resources.

The Fruit Magazine.

From the land of mountains and streams comes a new addition to the ranks of journalism in the initial issue of "The Fruit Magazine." We say with truth that it is a credit to British Columbia and well worthy the class of agriculturist it represents. The new magazine, which is replete with excellent illustrations, is devoted to the interests of fruit growers, fruit dealers and fruit consumers, and is to be published monthly at Vancouver, B. C., and it is, we believe, the only magazine dealing with the fruit industry in Canada. Brother, we wish you every success.

The darkest hour is when you haven't a match.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS *Sell Fast on Cold Days*

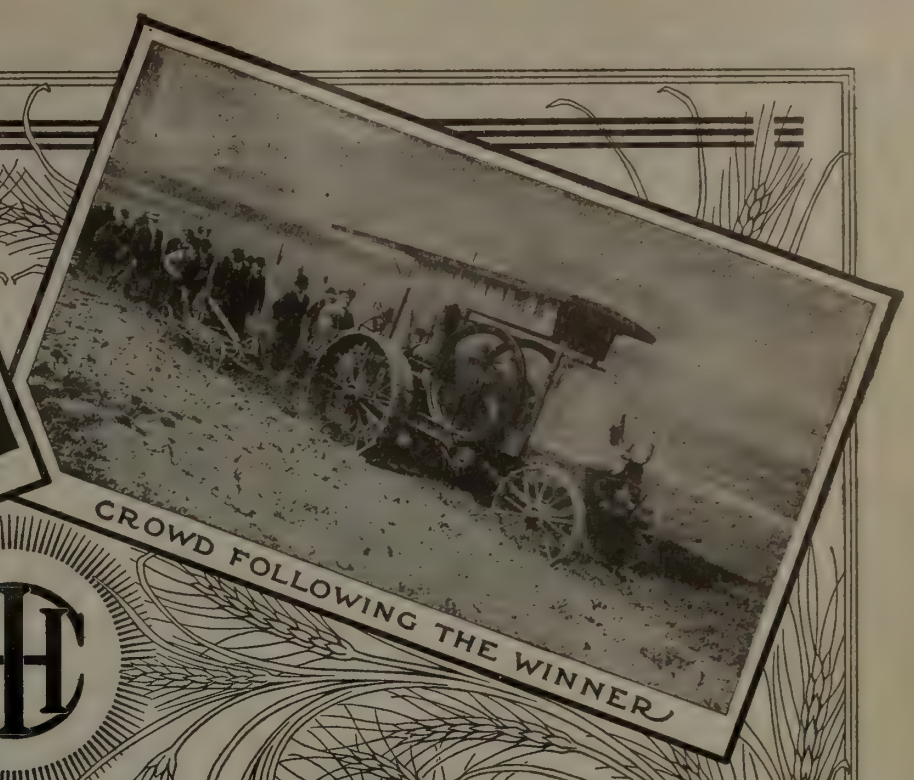


This assortment consists of the following:—

2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters, 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators, 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1909-10 Catalogue.

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO



INTERNATIONAL TRACTOR WINS IN EUROPE

ONE MORE VICTORY ADDED TO ITS SEASON OF ACHIEVEMENT

At the European—all comers—all nations—Traction Plowing Competition, which took place this month at the Amiens (France) Exposition, an International tractor won the cash premium of 2,000 francs offered by the Automobile Club of France for the tractor doing the best work.

In addition a Diploma of Honor and two Gold Medals were awarded the company.

The conditions of this competition were the most severe ever imposed in any contest. *The tractor was required to work two consecutive days without stopping a single instant.*

An International tractor performed this task under the most difficult conditions to the entire satisfaction of the special committee appointed by the Automobile Club.

This victory crowns a series of unparalleled successes accredited to the engines sold by this company.

International tractors won four prizes and carried off the Sweepstakes Gold Medal for the best all 'round work at the Farm Motor Contest held at Winnipeg, Manitoba.

International tractors won three Medals at the Farm Motor Contest held at Brandon, Manitoba.

International tractors won the Loving Cup offered at the Plowing Contest held at Aurora, Illinois.

International tractors won the First Prize against all comers at the contest held at Amiens, France.

The unspoken argument to dealers in all these victories is to show them that when they recommend an International tractor they can know positively that it will do the work which they claim it will do.

The tractors winning these prizes are not "de luxe" engines built especially for these contests. They are every-day stock engines such as you would deliver to your customers.

The reason for this superiority lies in the material and care used in their construction, and in the scientific skill of their design.

The International Harvester Company of America did not enter these competitions for the sake of winning prizes, nor did it enter them for the advertising to be secured.

It was a simple business proposition to convince present or prospective dealers that the International tractor is the leader in its class, and that it will save more labor of men and horses and can be run cheaper than any other tractor made.

Actual field tests in three distinct countries on two separate continents have proved that this is so.

An International tractor is the product of years of costly experiment, yet you as a dealer can take advantage of the knowledge used by this company in developing these engines, of the capital used in making them, and of the successful efforts of this company to prove that they are the best tractors you can handle to meet the various requirements of power on the farm.

These tractors are made in 15 and 20-horse power sizes. International gasoline engines are also made in the following styles and sizes:

Portable—4, 6, 8, 10, 12, 15 and 20-H.P. Stationary—Horizontal—4, 6, 8, 10, 12, 15 and 20-H.P. Vertical—2, 3 and 25-H.P. Air-cooled—1 and 2-H.P. Also sawing, spraying and pumping outfits and jacks.

Write to the nearest branch house in regard to handling these tractors in your territory.

Western Canadian Branch Houses: Brandon, Man. Saskatoon, Sask. Regina, Sask. Edmonton, Alta. Calgary, Alta. Winnipeg, Man.

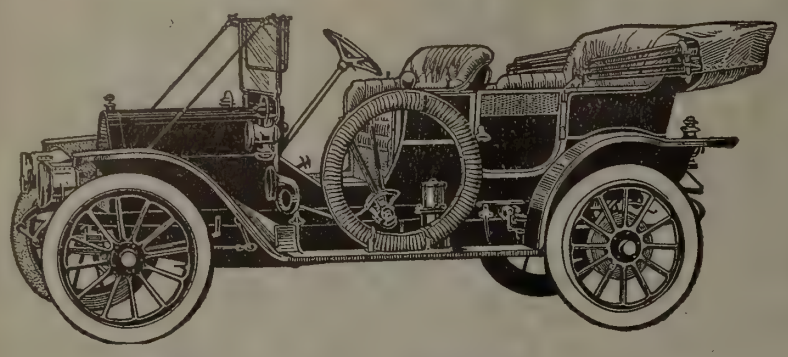
LOOK FOR THE I. H. C. TRADE MARK. IT IS A SEAL OF EXCELLENCE AND A GUARANTEE OF QUALITY.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U. S. A.

THE MIGHTY REO



1910 4 CYL. REO $1600.00

You cannot buy another car for less than five hundred dollars more which will equal this magnificent car for appearance, economy and get—there—and—back ability.

Write for full particulars regarding the greatest automobile value ever offered.

STYLES { Touring Car, 5 Passenger
Demi Tonneau, 4 "
Roadster

AGENTS:—WRITE FOR TERRITORY

JOSEPH MAW & CO., Limited

OPPOSITE CENTRAL FIRE HALL

112-118 King St. Winnipeg, Canada

THE CENTRAL CANADA INSURANCE CO.

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with
THREE PROVINCIAL
- GOVERNMENTS -

FIRE INSURANCE
All Classes of desirable risks insured

PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against Loss from Accident and Disease

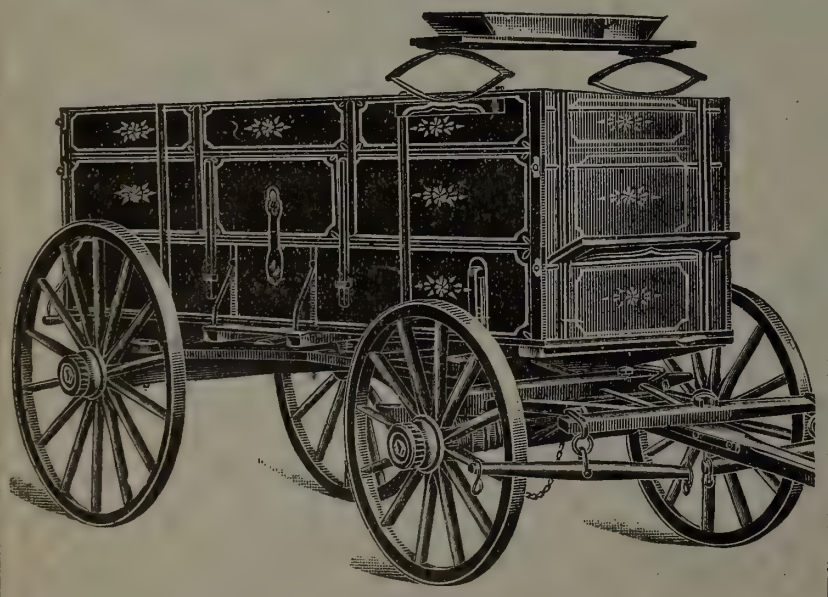
Full information on application to any Local Agent or the Head Office of either Company

INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN INSURANCE CO. THE SASKATCHEWAN INSURANCE CO.
CANADA

EDMONTON REGINA

WILKINSON WAGONS



Wilkinson Wagons are so well-known throughout the West that it almost seems unnecessary to advertise them.

At the same time it is always well to keep you reminded of the particularly good points of these wagons—you can talk them all the better.

Black Birch Hubs—never split. Seasoned Oak (second growth) spokes and felloes. Full size axles. Long Hounds, thoroughly ironed and braced. Boxes all bone dry—never warp.

The workmanship is the best—under the supervision of men who have spent a lifetime in the business.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Ltd.,

BRANDON WINNIPEG

DOMINION CARRIAGE CO.
LIMITED.

TORONTO.

We want to send you particulars about

"MAPLE LEAF" LINE

of Top Buggies, Gentlemens' Driving Wagons, Road Wagons, Democrats, etc., which is above the average in Materials, High Quality and Stylish Design, Roomy and Comfortable, Handsome Finish.

THE DOMINION CARRIAGE CO., LTD.

TORONTO, ONT.

Distributing Warehouses:

Winnipeg Portage La Prairie Regina Calgary Vancouver

CANADIAN FARM IMPLEMENTS

VOL. X, No. 6. WINNIPEG, MAN., DECEMBER, 1909. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL PAID UP - $3,200,410 REST - $1,800,000

Hon. John Sharples, President. G. H. Balfour, General Manager.
H. B. Shaw, Asst. Gen. Manager.

WESTERN HEAD OFFICE STAFF:
F. W. S. Crispo, Superintendent.
P. H. Vibert, J. S. Hiam, Assist. Inspectors.
P. Vibert, Inspector of branches in Alberta.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Carroll, Clearwater, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Adanac, Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Gull Lake, Humboldt, Indian Head, Kindersly, Landis, Lang, Lanigan, Lemberg, Lumsden, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Moosomin, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Rosetown, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Tessier, Wapella, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA—Airdrie, Alix, Barons, Bassano, Blairmore, Blayney, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, Grassy Lake, High River, Innisfail, Irvine, Lacombe, Langdon, Lethbridge, Lethbridge (North Ward), MacLeod, Medicine Hat, Okotoks, Pincher Creek, Stirling, Strathmore. ONTARIO—Ft. William,

BRITISH COLUMBIA—Prince Rupert, Vancouver.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; **and Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

Handwritten Letters Are Out of Date

Buy a Typewriter Now.

The L. C. Smith Visible Typewriter is the typewriter you have heard so much about; the typewriter which has so many more improvements than any other machine and is yet so reasonable in price.

Write us about it today.

N. B. Please remember that we have a large stock of good second-hand typewriters of all makes,

Richardson & Bishop, Ltd., Winnipeg.

368 Main Street, 3 Doors from Portage Avenue.

The Dominion Bank

HEAD OFFICE: TORONTO.

Capital Authorized	$5,000,000
Capital Paid up	$3,900,000
Reserve funds and undivided profits	$5,300,000

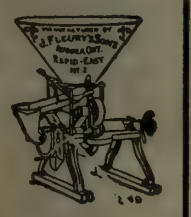
Agents and Branches throughout Canada.
A General Banking Business transacted.
Special attention given to Savings Accounts.

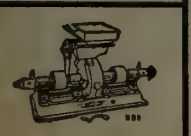
Savings Bank Department

In connection with each Branch.

Winnipeg Branch:

F. L. PATTON, Manager. D. DAWSON, Ass't. Manager.





THE LARGEST LINE OF GRINDERS IN CANADA

In **sizes** to suit **any power.** These cuts show **three classes.**

549, for use on the **Farm.** Three sizes.

550, Farm use or **Custom** Work (stationary or for moving from place to place).

551, Attrition Mills for Elevators, **Custom Mills,** etc. Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do **more work** with **same power** than others. Information, circulars, etc., upon request.

JOHN DEERE PLOW CO., Ltd.

Winnipeg, Regina and Calgary. SOLE AGENTS

J. FLEURY'S SONS, Aurora, Ontario, Canada

THE "FLORENCE" WOOD PUMP

Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

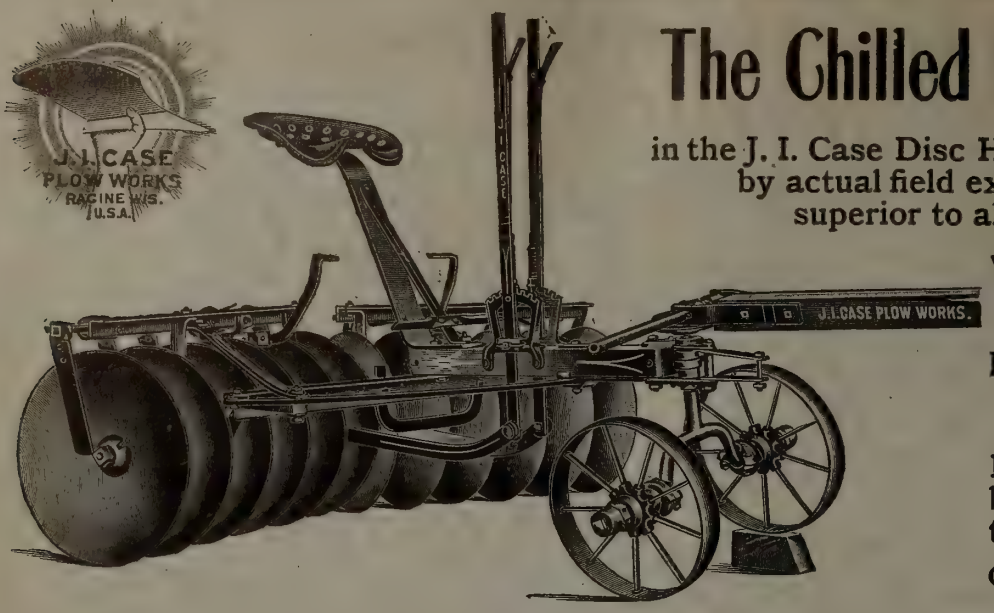
Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

The Chilled Ring Bearings

in the J. I. Case Disc Harrow have been found, by actual field experience, to be far superior to all other makes.



J. I. Case Disc Harrow and Truck

Why?

BECAUSE { They wear longer than any other. / They are lighter draft than any other. / They are inexpensive to replace.

If you would like to see your Disc Harrow business increase by leaps and bounds, sell the J. I. Case with Chilled Ring Bearings.

Other exclusive points of advantage will be supplied on request.

The J. I. Case Disc Harrow Truck will help increase your sales, too. Its construction is the heaviest and strongest we know of. Axle and Standard, welded into one piece, are extra strong. The axle is arched to give good clearance.

Standard has ample play in harrow connection to permit the truck to ride over ordinary obstructions.

Wheels are the J. I. Case easy running, dust-proof kind. To grease them, remove screw cap only—not the wheel.

General Sales Agents

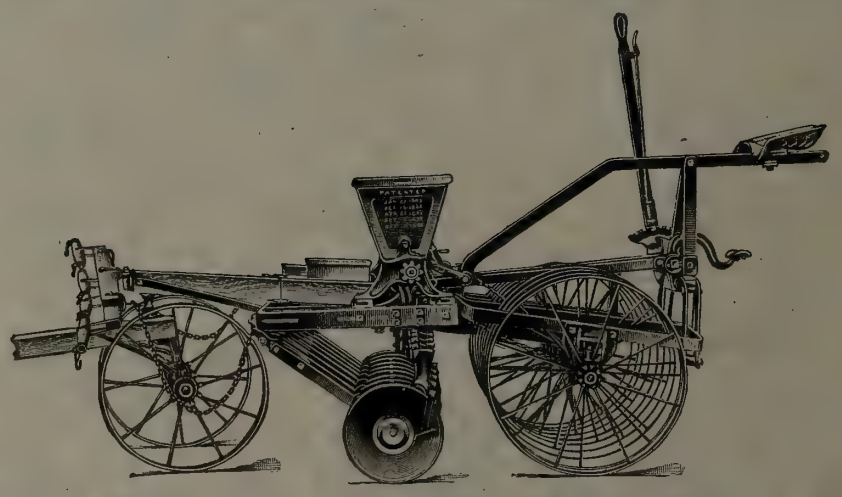
HARMER IMPLEMENT CO., Winnipeg, Man.

J. I. CASE PLOW WORKS, Racine, Wis.

PRESS DRILLS

ALWAYS INSURE GOOD CROPS

GRAIN DRILLS
IN ALL STYLES
AND SIZES



SINGLE DISK
DOUBLE DISK
AND SHOE

THE AMERICAN SEEDING-MACHINE CO.

(INCORPORATED)

WINNIPEG - MANITOBA

FROST & WOOD
FARM MACHINERY

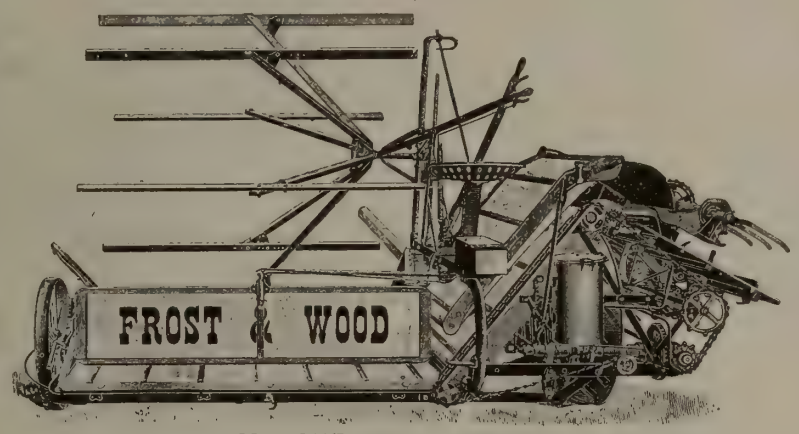
has been used in Western Canada for the last 25 years. It has played an important part in the development of this country, because there are thousands of farmers throughout the Provinces who realize that their FROST & WOOD machines have been the means of making and saving their harvests each year. Seventy years in the Implement business in Canada has taught us how to build Machinery that is exactly suited to Canadian requirements. FROST & WOOD machines are easy to sell because they are built from patterns that have proven successful; they have only the best grades of material put into their construction and have special features and selling points that convince a farmer they are just what he needs on his farm.

BINDERS

You cannot buy a better Binder than a Frost & Wood. It has capacity for cutting any and all kinds of grain and has a Binding Attachment and Knotter you can rely on to tie every sheaf that the Elevators send up to it.

Light in draft because we put Roller and Ball Bearings at every point where friction (and that means draft) would otherwise occur. This saves both your Binder and your horses.

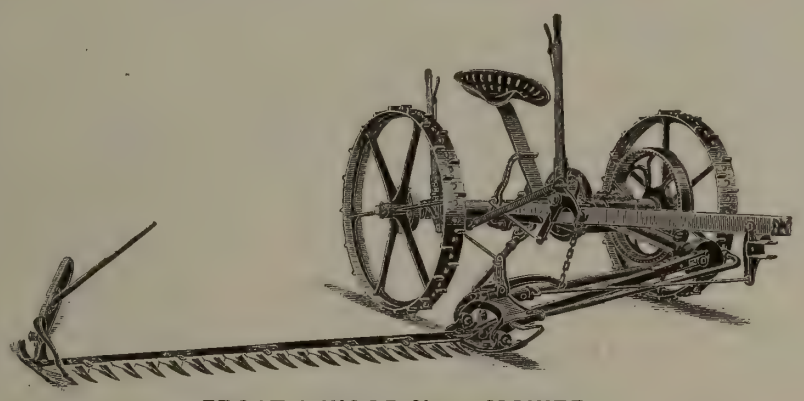
Eccentric Sprocket Wheel on Binding Attachment is a special feature. It makes the Binder turn out a better sheaf for stooking and drying than you can get from any other Binder. It also makes the machine discharge its sheaves without that "jerk" so noticeable on other makes of Binders when the discharge arms are kicking out the sheaves. That "jerk" is hard on the horses as well as on the Binder.



IMPROVED No. 3 BINDER.
Built in 5 ft., 6 ft., 7 ft. and 8 ft. widths.

SIDE DELIVERY AND SULKY RAKES

We manufacture a full line of Rakes and Hayloaders. They are all built of carefully selected materials and all Spring Teeth are thoroughly tempered and tested before being sent out. You will find that Frost & Wood Haying goods will last and do satisfactory work for many years. We can refer you to farmers who have used our line of goods for 25 years and they tell us their machines are good for some time yet. That record is due to the quality of materials we put into the Implements and to the care that is taken of the machinery by the farmer.



FROST & WOOD No. 8 MOWER.
Built in 4 1-2ft., 5 ft., 6 ft. and 7 ft. widths.

FROST & WOOD "TIGER" RAKE.
Built in 9 ft. and 10 ft. widths.

MOWERS

We believe you will find this the easiest Mower to sell that you have ever handled It has won for itself an enviable reputation for doing satisfactory work no matter what was the condition of the land on which it was operated.

It is built on the Internal Gear principle. The large Cog on the Left Drive Wheel folds over and travels in the same direction as the small pinion which works in it and which drives the pitman. You wont find this arrangement of Gears on any other Mower.

Its advantage lies in the fact that with the small pinion inside the large gear, there are always two cogs fully in mesh and one partly meshed. That makes the knives start cutting just as soon as the horses step forward—no lost motion there, or no necessity of backing up the teams to "get things going" before putting the bar into the hay.

Seeding and Cultivating Implements.

Besides the lines illustrated here we have a full line of

- Disc and Shoe Drills.
- Disc Harrows.
- Spring Tooth Cultivators.
- Stiff Tooth Cultivators.
- Drag Harrows.
- Scufflers and Plows.

Ask for Booklet illustrating the detail of the different lines.

Send at once for Catalogue describing our Full Line.
A COCKSHUTT Contract gives you control in your vicinity of the best line of Seeding and Cultivating, Haying and Harvesting Machinery built in Canada.

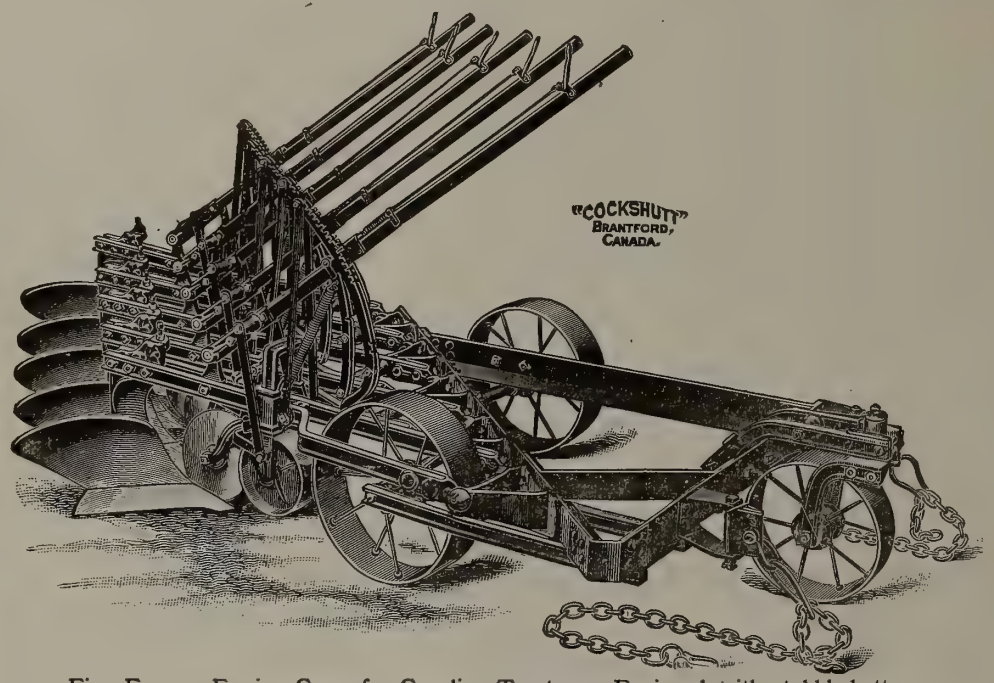
Cockshutt Plow Co. Limited

SOLE SELLING AGENTS FOR FROST & WOOD MACHINERY IN WESTERN CANADA.

WINNIPEG CALGARY REGINA EDMONTON SASKATOON

Cockshutt—Frost & Wood

Hereafter the Frost & Wood line of Binders, Mowers, Rakes, Cultivators, etc., will be handled exclusively by us in Western Canada. Their goods are well known and are of the highest standing, and along with the popular lines of our own manufacture, secure to the farmers and dealers of Western Canada a full line of Canadian made Farm Machinery of the highest class and worthy of their strongest support.



Five Furrow Engine Gang for Gasoline Tractors. Equipped with stubble bottoms and swivel rolling colters.
(Wood platform detached to show construction.)

COCKSHUTT ENGINE GANG

Still the original and only engine gang that has demonstrated itself to be a thorough success.

Over 800 in use.

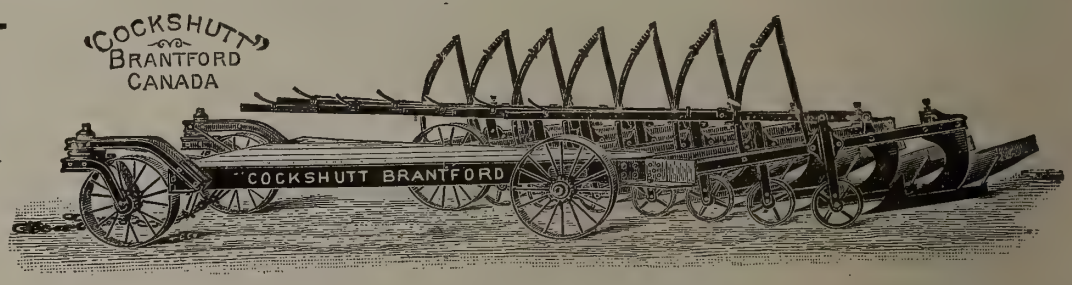
Every Customer Satisfied and Enthusiastic.

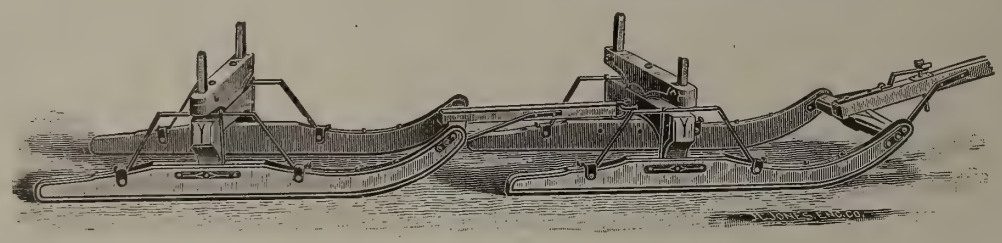
Don't Try a Costly Experiment;

Sell what you Know is Successful

Adams' Farm Sleigh

Unequalled in material, construction, finish and balance. It "keeps the road." Oak runners. Maple bunks. Spring steel of cast shoeing.





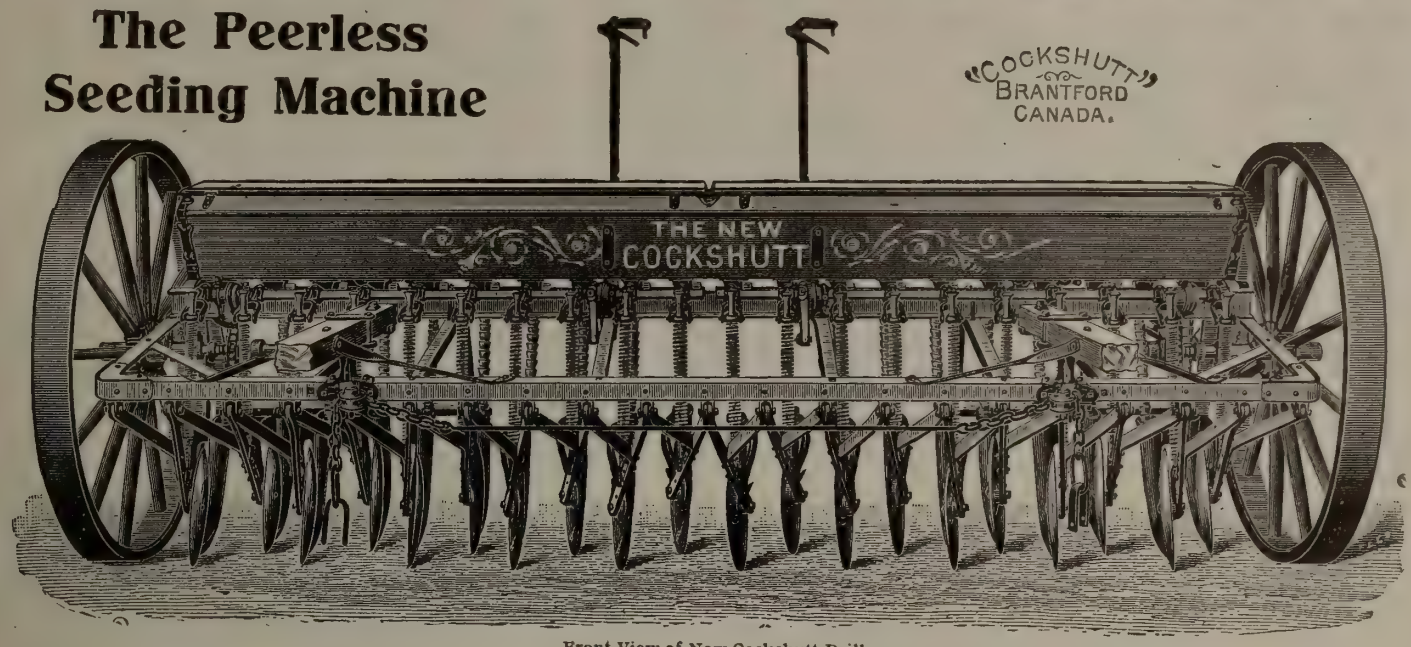
Seven Furrow Engine Gang. Equipped with breaker bottoms, fin cutters and extra shares, or stubble bottoms and swivel rolling colters. Also made in 6, 8, 10 and 12 furrow sizes

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY SASKATOON EDMONTON

The New Cockshutt

The Peerless Seeding Machine



Front View of New Cockshutt Drill

Interchangeable Single Disc, Double Disc or Drag Shoe. Sizes: 14, 16, 18,'20 or 22 Shoes; sowing 6 in. apart. Equipped with Foot Boards, located at each end. Axle bearings are furnished with steel compression grease cups.

The New Cockshutt Drill enjoys a well-established reputation of being the best drill on the market.

This Peerless Seeding Machine has been found the easiest to sell by hundreds of dealers throughout the West, and by thousands of farmers the most satisfactory to use. **In the keenest competition it is a winner for the dealer,** and in actual use it more than meets every need the farmer demands.

It is the easiest drill to set up ever built and has numerous points of superiority over other makes in construction and design. If you wish to secure the drill trade of your district, you must have the Cockshutt Drill. That is a certainty, and the only way is to lose no time in obtaining the Cockshutt Contract.

THE "WONDER" GRAIN CLEANER.

"WONDER" GRAIN CLEANERS

(PATENTED)

(For Wheat, Oats, Barley and Flax)

15 SIEVES—ALL ZINC

A Still Improved Model for 1910

Dealers who appreciated the easy selling and good working qualities of our "Wonder" Grain Cleaner last season, through the fact that they were enabled to always give their customers entire satisfaction, will be pleased to learn that we have still further improved our 1910 model.

The quality of work done, especially in cleaning wild oats from wheat and barley is far in advance of any other make, and in ease of handling and durability cannot be excelled.

Our Oscillating Feed insures even distribution; zinc sieves are durable and will not clog.

The Lower Shoe can be adjusted up or down or to any length of stroke to suit any and all sizes and conditions of grain.

The Wonder is now regularly equipped with **two extra zinc barley screens**—making four, and is the best barley cleaner on the market.

CIRCULARS AND INFORMATION ON REQUEST.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

COCKSHUTT IMPLEMENTS

are like

Christmas Presents the Year Round

WHEREVER THEY GO THERE IS PLEASURE AND SATISFACTION. WHOEVER HAS THEM IS GLAD TO OWN THEM AND PROUD TO SHOW THEM.

We have succeeded in supplying the Western farmer with EXACTLY WHAT HE WANTS. No matter where situated or under what conditions he works—whether in new land or old; rough, stony or normal; light or heavy; in large farming or small—we have the particular implement that meets his needs; and often THE ONLY ONE that can economically and successfully do his work.

We don't say these things without knowledge. We know our assertion is true. We know it in the immense growth of our business. We know it because when a man is pleased with what he has bought he doesn't keep his pleasure to himself. It bubbles over. That's the reason we know our implements are a success.

COCKSHUTT ENGINE GANG
COCKSHUTT JEWEL GANG
COCKSHUTT BEAVER GANG
COCKSHUTT EMPIRE GANG
COCKSHUTT EMPIRE CHIEF GANG
COCKSHUTT JEWEL SULKY
COCKSHUTT J. G. C. SULKY
COCKSHUTT WALKING PLOWS
COCKSHUTT PRAIRIE AND BRUSH BREAKERS
COCKSHUTT DISC PLOWS
COCKSHUTT SINGLE DISC DRILLS
COCKSHUTT DOUBLE DISC DRILLS
COCKSHUTT HARROW CARTS
COCKSHUTT SHOE DRILLS
COCKSHUTT LAND PULVERIZERS
COCKSHUTT DISC HARROWS
COCKSHUTT DIAMOND, CLIP AND LEVER HARROWS
FROST & WOOD BINDERS
FROST & WOOD MOWERS
FROST & WOOD RAKES
FROST & WOOD CULTIVATORS
FROST & WOOD DISC HARROWS
ADAMS WAGONS
ADAMS FARM TRUCKS
ADAMS LORRIES
ADAMS SLEIGHS
BRANTFORD CARRIAGES
ARMSTRONG CARRIAGES
ARMSTRONG CUTTERS
GOOLD, SHAPLEY & MUIR POWER WINDMILLS
GOOLD, SHAPLEY & MUIR PUMPING WINDMILLS
GOOLD, SHAPLEY & MUIR GRAIN GRINDERS
ASPINWALL POTATO PLANTERS
HOOVER POTATO DIGGERS
PERFECTION GRAIN TANKS
METAL WHEEL FARM TRUCKS
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Cockshutt Plow Co., Ltd.

Winnipeg Regina Calgary Saskatoon Edmonton

CANADIAN FARM IMPLEMENTS

Vol. X., No. 6 WINNIPEG, MAN., DECEMBER, 1909. SUBSCRIPTION PRICE { Per Copy 5c. Per Year, 50c

COST OF DOING BUSINESS

THE PROBLEM OF COST ACCOUNTING.

For some time there has been a movement on the part of our fellow dealers to the South toward the solution of the problem of the cost of doing business. It must be admitted that this is the one most vital question in the management of an implement business, for no matter how good a salesman the dealer may be, he cannot hope to make a success of his business without obtaining a good profit on the goods he sells. No man can come to a definite conclusion as to what constitutes a substantial profit until he is able to decide what it is costing him to sell his goods and what percentage of that cost must be added to the invoice price of each article in order to obtain a selling price which will bring him an adequate return for his investment and a reasonable remuneration for his services. Many dealers have been doing business on an unsound basis, although they have seldom realized this fact and the result has been that there have been many failures. It is admitted by all that, in order to do business and make a success of it, only those lines which show a good net profit should be handled. It is in this way that many dealers come to grief, in that they are handling many lines without really knowing whether they are bringing them a profit.

There can be no theory in business. Everything must be based on facts and a man to really succeed must know his business from A to Z. It is no justification to say, "My system is good enough for me". It may seem good enough but time will show where you failed with your system. If at the end of a few years your business has not brought you a good return for the money you invested in it and also a personal remuneration which would enable you to add a little to your private bank account, then there is something radically wrong with that system that was good enough for you.

As to making an estimate of your profits, this is an utter impossibility unless accurate accounts are kept, and it is not at all possible to form an estimate from the amount of business done in the year. Many businesses have had a large turnover every year but when figures were compiled it was seen that the profit was in reality not half that estimated, and in some cases the profit shown was less than would have been received had the money been invested in securities, or left in the bank. Some dealers are barely making a living out of their businesses, while others would make more money working for someone else. In nearly all these cases of virtual failure the cause has not been lack of business ability but lack of knowledge as to accurate cost accounting, in that many lines which were supposed to be profitable were really being handled at a loss and the more they were boomed the greater the loss became.

There are not many dealers who will admit that they are not fully competent to place the selling price on any article they are handling so that it shall show a fair net profit, and that is the reason why many of them are losing money today. In some cases when placing the selling price they omit to take into consideration the many small incidental expenses which seem too insignificant to be taken into account, yet in more than one case it has been these little incidentals, these leaks in the selling organization, which have finally put them out of business. Other dealers take their total selling cost as one item and distribute it over their stock by adding a percentage to each article sold. The evil of this is soon apparent, for some articles are burdened with more than their fair share of cost and expenses, while others get less than their fair share. For instance, suppose the dealer wishes to push a certain machine or implement and make quick sales by advertising and distributing literature about it. The cost of that advertising and publicity should not be charged to the general expenses but should be debited against the particular article for which the expense was incurred. If the advertising mentioned is charged against the general stock it will probably happen that the article thus advertised will show a net profit, when in reality it has been handled at a loss and every dealer will admit that it is not conducive to the success of his business to handle any line which shows a loss.

Another item of cost accounting which perplexes the wide-awake dealer is that of the cost of handling slow-moving goods. It is apparent that a dealer can be content with a smaller margin of profit on an implement or machine which is sold soon after it comes in, than on those articles which stay in stock for some time before they are sold, and it has been proved that the old method of adding a uniform percentage to both these classes of goods is entirely unsatisfactory and is often the cause of pecuniary loss. A dealer to make headway against competition should work on the smallest margin of profit possible, making up his big profit by selling more goods. So it is advisable to handle as many quick-selling lines as possible in preference to articles which are left for a long time on the dealer's hands, and a smaller margin of profit should be accepted in order to sell more goods and increase the number of satisfied customers, for though it may be necessary to carry many slow-moving lines, yet it is just as necessary that they should yield a greater profit. It is hard to determine just what proportion of the selling expenses should be added to the quick and slow-moving lines, but at the same time it is unfair to the former to mark the same proportion of expense on both. If a dealer takes the percentage usually charged to his slow-moving goods and adds it to the other articles in his stock, his prices are looked upon as exorbitant and his trade suffers, while if he accepts the cost of selling his fast-moving lines for the rest of his stock then he is losing money on every implement or machine that is not sold quickly, and every dealer knows that there is too little profit in the business as it is without taking the risk of losing some of it.

It is the realization of all this that led the most progressive of our Southern neighbors to study the question and finally it was taken up by the National Federation of Implement and Vehicle Dealers Associations, which is making great efforts to solve the problem which has proved to be of such vital importance to the implement and vehicle trade. A committee on organization was appointed, consisting of the presidents and secretaries of all the implement and vehicle dealers' associations in the federation and two delegates from each of the implement and vehicle clubs located in various parts of the States, and also accredited representatives of the trade press. Mr. E. W. McCullough, Secretary of the National Wagon Manufacturers' Association, was elected chairman.

The duties of this special committee were many and varied but it was deemed advisable that they should pay special attention to the most important cause of unsatisfactory trade conditions, viz., the lack of systematic accounting and knowledge as to the cost of doing business.

The first step in the work of this committee was to send out a letter to the president or secretary of each organized dealers' associa-

tion throughout the country explaining the efforts that were being made and requesting him to send out to those members of his organization whom he considered best equipped, the question blanks furnished by the committee for gathering information regarding the cost of doing a retail business. (We reprint a copy of this blank).

These blanks were so arranged that signature or other marks of identification were unnecessary and the information given was therefore in such shape as to in no way involve the sender, but though 200 such blanks were sent out only 85 were returned. Fortunately, however, these 85 came from so many different localities that the information obtained was as valuable as though a larger number had been returned.

A list was then compiled from these reports which showed approximately the cost of doing business in fifteen of the foremost states in the Union. The percentage of expenses varied from 14 per cent. in Texas to 22 per cent. in Ohio, the difference being no doubt due to varying trade conditions and the amount of the gross sales in proportion to the capital invested.

In addition to the papers sent out by the committee, one of the foremost implement and vehicle clubs in Kansas sent out several hundred similar question blanks to their members and received returns from about 125 dealers in that territory; all of which showed very plainly the absolute need of a vigorous campaign of cost education.

In summing up the results after carefully going over the returned statements the committee came to the following conclusions as to the cause vitally affecting this matter which they included in their report to the National Federation.

First:—The great lack of systematic record-keeping, to enable the business man of today to know exactly how he is situated at all times, and to know whether he is gaining or losing before the annual inventory is taken.

Second:—No attempt in many cases to keep expense items separate from other expenditures so that the increase or decrease of expenses can be watched.

Third:—General failure to include in the costs of doing business such items as:—

Interest on capital employed (as it would earn if loaned out).

Salary for proprietor, partners, or members of their families employed in the business, (such as they would earn if working for others).

Rent for buildings owned by the firm and used by them (such as they would bring if rented to others).

Depreciation. Reduced value of carried-over stock, wear and tear on tools and equipment, buildings, &c.

Fourth:—The fixing of selling prices by an estimated percentage supposed to cover cost and profit without proving such percentage by actual cost figures.

Fifth:—The error of figuring costs and profits, by per cent on invoice instead of selling price. (If sales amounting to $10,000 were made at an expense of $2,000, the per cent. to add to invoice price is 25, not 20.

In discussing the question of an efficient system of cost accounting the committee found that it would be practically impossible to devise a uniform system of cost accounting which would be simple enough to be understood and appreciated by the majority, and at the same time give satisfactory results to all. It was thought advisable therefore, when considering the question, to divide the retail dealers into four classes:

First:—The dealer of very limited capital who does all his own work, keeping no extra help except at certain seasons and who frequently has very little knowledge of accounting.

Second:—The new dealer with capital, but with no business experience whatever, to whom any advance over invoice price and freight looks like profit.

Third:—The old dealer who began business in the days of large sales and profits, who keeps accounts of purchases and sales but who has never gone into close cost-finding.

Fourth:—The dealer well-equipped, handling several lines, who does not go into cost-finding deep enough to realize that the lines on which he is making extraordinary profit are carrying other lines on which he may be making little or none.

The question was discussed at length and finally it was decided that the establishment of an expert accountant's office to deal with this question, as was suggested by some of the members, was inadvisable, owing to the great expense it would entail, but a number of suggestions were tabulated which, it was thought, would help the retail dealer to carry on his business on a sounder and more business-like basis, until such time as the federation grew powerful enough to make the question one of importance to every dealer in the States. This sheet of questions and suggestions, it was proposed to have printed at the expense of the federation, and furnished to the secretary of each constitutent association in such numbers as he may desire for distribution to the members of his association at the time of their annual meeting. It was also suggested that this question be given prominence in the report of the secretary of the federation to the several State Associations and to ask them to give this subject special attention at their annual conventions. The sheet of questions mentioned we reprint for the benefit of dealers in the Canadian West.

Cost of conducting a retail ..... business
at .....by .....
for one year commencing .....ending .....
Amount of Capital employed $.....
Gross Sales for Year ..... $.....

	Expenses Amount or Per cent.
1—Interest on all Capital invested (including borrowed money)	$..... .....
2—Rent. (If owner, what the property would rent for should be charged)	....
3—Salaries. (Wages of all help, including members of firm)	....
4—Express, Telephone, and Telegraph (not charged to Customers)	....
5—Advertising.	....
6—Stationery, Office Supplies, Postage and Envelopes.	....
7—Drayage. (Goods received and goods delivered)	....
8—Fuel and Lights.	....
9—Livery, Horse Feed, Shoeing and Wagon Repairs	....
10—Insurance and Taxes	....
11—Traveling Expenses	....
12—Store Supplies and Repairs	....
13—Donations and Subscriptions.	....
14—Losses on Bad Accounts and Notes	....
15—Attorney's Fees and Costs for Collecting. ...	....
16—Depreciation on Stock Carried Over.	....
17—Deductions and Allowances to Customers. ...	....
18—Other Expenses—(state what they are)... ...	....
TOTAL—	....

In the two left-hand columns place either the total amount each item of expense for the year, or state what per cent it is of your total or gross sales. If in all cases you cannot give exact figures or percentage, mark all estimates— *"Est."*

Have you got B. Bell & Son's Co. Ltd., Winnipeg, December Special yet? If not, write for it.

True Salesmanship.

A true definition of salesmanship is hard to give, for the word which once meant nothing but the selling of goods has taken on so many new aspects, so many additional meanings, that it would puzzle even Noah Webster to define it.

In the old days a salesman just supplied his customers with the goods they asked for, and his duties extended no further. With the march of progress and the growth of competition, however, other requirements have been demanded of the salesman. The bartering of goods in the long ago consisted in the exchange of something that one man had for something that his neighbor possessed, but which he wanted. He had a desire for an article in his neighbor's possession, so he went to him and bargained for that article. Later came the man who saw that there was something to be gained by having on hand goods that his neighbors were likely to want. He anticipated their needs and thus made capital out of his foresight; but he went no further. Then, when civilization began to reach a higher level stores were established, which kept on hand a variety of goods in readiness to supply a future demand.

Afterwards this method of dealing was extended, and developed, by the use of currency and it has been steadily improved, until today the man who sells goods in his community has become one of the prime factors of this existence.

With growing competition, however, the old methods were found obsolete so they were superseded by others. In our time it is not enough that the salesman keep a stock of goods on hand and wait until the customer comes along to buy them. If he is going to do a profitable business, the modern salesman must bring his goods before the notice of the people to whom he wants to sell; so that not only present, but also future needs may be taken care of. In the old days the supply was kept until the demand was created; now the progressive salesman must create his demand by showing his supply. This is being realized to a great extent by the salesmen of today, as is evidenced by the publicity campaigns carried on by many concerns. By good advertising, the salesman is not only informing the public of his ability to supply their needs, but he is also laying the foundation of future business. Also, by up-to-date and attractive showrooms he is creating a new demand. Many goods are being sold today, simply by a desire having been created in the purchaser by good advertising, or by the sight of the article in a clean, attractive showroom.

Knowing all this, the good salesman will increase this desire and demand by good advertising and tastefully arranged show and ware rooms. A clean, well-stocked store or warehouse, will often attract attention: whereas if the goods are thrown around, as though they were old stock, they would be practically ignored.

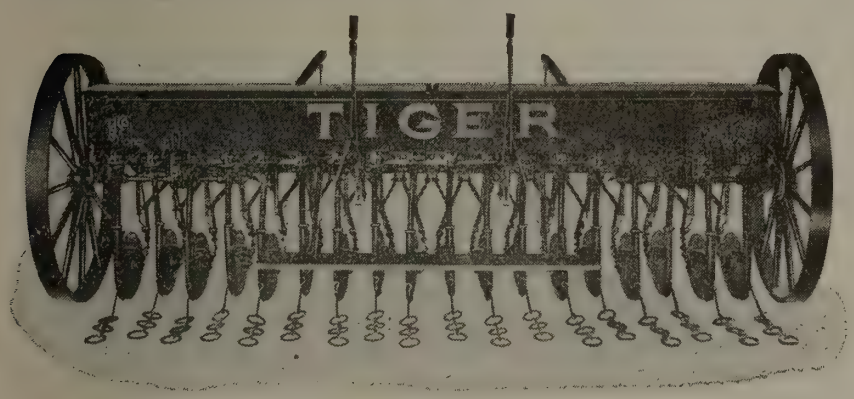
Who of us have not seen a nicely finished and decorated buggy without desiring to possess it, even though we had no actual use for it? How many of us have purchased, at different times, goods we really did not need? Take the occasion of our last visit to the city, when we went through some of the big stores. We bought many things which we thought we would like to have, and then when we got home we found we had made some foolish purchases; and sometimes bought things which we had as much use for as an elephant has for a pocket handkerchief.

The secret of these seemingly useless purchases lies in the fact that a desire was created within us by an attractive display of the goods in question.

The salesman who sold us those goods knew his business and the same method may be applied by any good salesman to his own business. Create a demand for something of which you have a supply. Though the implement dealer has not as many opportunities for doing this as the dry goods man, yet it is often possible to make a sale by this method, and if a dealer can make one sale in this manner, it will bring him a greater recompense than would half a dozen such sales made by the man who is handling the smaller line of goods. The dry goods man is appealing to the world's vanities, the implement man is catering to the world's necessities, and it is easily seen that a sale made by the implement man is more important than one made by the other.

Salesmanship then, includes more than the selling of goods. It comprises also the creation of the demand for those goods, and also regulates the supply. Dealers are beginning to realize more and more that the policy of indiscriminate credits is not a good one and that it is injudicious to sell to a customer an implement or machine for which he cannot pay. We have known farmers to buy implements on the off-chance of being able to borrow some horses from their neighbors when the time came to use them. In one case at least, we know of a farmer who had two teams of good horses and though his farm was deeply mortgaged he managed to make a deal with the local implement man for a gasoline tractor with which to carry on his work. He still kept his horses, and in this case it was just as well he did, for he had no mechanical experience and owing to neglect the tractor was soon practically useless. We do not know how the dealer came out on that deal, but we think that he was very ill-advised to sell such a man a machine for which he could not pay, and was not likely to be able to pay for in a good many years. The true salesman does not unload his goods on every man that comes along. In the farming communities of the West the local implement dealer can tell pretty well what a farmer's circumstances are, and what land he has to cultivate. Knowing this he can easily judge what implements he will need to till that land,

YOUR FARMER PATRON IS LOOKING FOR HIS MONEY'S WORTH



And it is plain he's not getting it unless he gets the best that's made.

In Drills, that's the TIGER

You cannot give too positive a guarantee with **Tiger Drills**. We back up every claim of superiority with the refund of the price where a Tiger Drill does not meet the claims.

There is a Tiger model to meet the demand of every soil and the choice of every farmer—nearly 200 styles and sizes.

Write for Agency proposition.

J. S. ROWELL, MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD., Distributing Agents

BRANDON, MAN.

"The man who buys good implements requires a durable, weather-proof barn to protect them. Shouldn't you handle Metallic Goods?"
—The Philosopher of Metal Town—

Money For You

MR. IMPLEMENT DEALER BY HANDLING

"Metallic" Building Materials

"METALLIC" is the best for all buildings—houses, stores, barns, elevators, mills and storehouses. It is made from the toughest sheet steel, is FIREPROOF, absolutely WEATHERPROOF, very DURABLE and gives a neat, attractive appearance to any building.

On the farm "Metallic" as a siding and roofing for the implement shed, granary and barn is unequalled, and can be very profitably handled by implement dealers. Get measurements of the buildings and send to us—we will be glad to give estimates of complete cost.

"Eastlake" Metallic Shingles
"Manitoba" Steel Siding
"Metallic" Ceilings and Walls
Corrugated Iron—galvanized or painted
"Metallic" Cornices,
"Metallic" Skylights and Ventilators
Conductor Pipe and Eavetrough
"Metallic" Portable Granaries

You should have our new Catalogue, No. 80 containing much information on Metallic Building Materials.

Write for it.

Manufacturers:

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

Western Canada Factory 797 Notre Dame Avenue, Winnipeg 2024

and he should sell him those if possible, but on no account sell him an expensive spreader or tractor unless he is reasonably sure that he is in a position to pay for it. A prominent implement dealer once said, that the principal part of his business was not the sale of his goods, but the collection of the payments on them. Though this may not always be the case, it should be the desire of every man, worthy the name of salesman, to keep the question of collections always in mind, and not sell goods with a view to the number he can get out of the warehouse.

The man who would succeed in any business must work hard to accomplish his purpose, and he will not divide his energies up among many vocations. So we would advise our readers who would become true salesmen to keep out of the banking business. By this we mean that every dealer should refuse to become the banker of his community by carrying past due accounts. When you carry an account after it has become due, you are reallg lending out your money and carrying the debts of your customers yourself. The study of credits in is indispensable in the education of a salesman, for it is a waste of time and energy to sell goods for which you receive little or no payment, or payment that is so long delayed that the original profit has been absorbed by the loss of the interest on the original amount of the account.

Good business principles are also indispensable. A man's reputation in his principal asset, and a man with a reputation for integrity and truth, will succeed better in the long run, than a man who never lets even his honesty, much less veracity, stand between him and a sale. The former is spending the present weaving a net with which to catch the big fish of the future, the latter is using the single strings of salesmanship to catch sprats of the present.

The times are carrying us swiftly onward, and each of us, in our own vocation ought to make the best of the present. If we are to be salesmen in the truest sense of the word, and take our place in the commerce of the world, we need to be ever on the alert, catching the fleeting moments as they pass, and filling them with some new fact learned, or some new experience gained, so that we may in the future develop that which we most earnestly desire to have — "True Salesmanship".

Christmas Advertising.

We have no doubt that by this time many of the merchants in the towns and villages of the West are considering the Christmas trade question and some have already mapped out their plans for securing a good share of the trade in their district. This is particularly so in the dry goods and general store branches of the retail trade but at the same time we think that the implement man can also take advantage of the season to bring his name and business more before the public.

This is not the implement dealer's busy season but that is no reason why he should lose this opportunity of keeping his name well to the fore so that it may be remembered when the time comes for the farmer to buy his implements for the spring work.

Many of the merchants in other trades are making arrangements for special advertising with which they intend to bring their goods into special prominence during Christmas week and it is a good plan for the implement dealer to follow their example.

By his Christmas advertising the implement dealer may not receive direct results but there is a great possibility of much future business being assured. The advertisements inserted by his fellow merchants during that week will attract more attention than usual to the local papers and it is not beneficial to the implement dealer's business that his name should be missing.

So, when the local papers are gathering in their Christmas advertisements, send yours along also. Spend more time than usual on its composition, for you may be assured that more people will read the paper that week than usual, and if your ad. is a good one it will serve to impress more firmly on the minds of the people in your community your name and your business.

Good advertising does not always bring direct results. We have known manufacturers who have been filled right up with orders for months ahead, and yet they have not abated their advertising one inch. They believe in looking after future trade as well as present, and they desire to keep their names before the public, so that when they can handle more business it will be ready and waiting. These men, who are leaders in their trade, know more about advertising and advertising results than do the men who are doing business on a smaller scale, and who have had less experience in that line, so their judgment in this matter is to be relied upon. Did they not believe that the dollars they were spending, which to the unsophisticated seems useless, would be returned to them in the future, they would not invest another cent in advertising. Many manufacturers have doubled and in some cases trebled their advertising space in the Christmas issue of the paper which circulates amongst their customers, not because they believe that the dealers they advertise to will buy more goods at Christmas but because the paper has double the amount of reading and news matter and so will be read more carefully and receive more attention than the ordinary issue. The Christmas issue of any paper is usually chock full of good things and thus commands special attention.

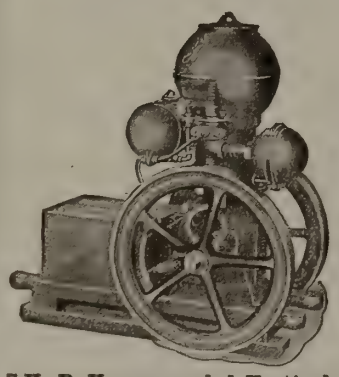
A good example is always worth following and every dealer in the West should look well to his Christmas advertising. Nearly every paper will increase its pages and the quality of its reading matter, and more people will read your local paper that week than any other time, and the more people you can reach with your advertisement the better it will be for you.

In the Christmas season everything is shown to the best advantage and you should see that your advertisement is in keeping with the occasion. Make it as good and up-to-date as you possibly can. If you have never used illustrations before, try them. Most manufacturers will supply advertising cuts and copy on request, and by using the cuts and copy supplied you will be able to make up a very attractive advertisement for the Christmas issue of your local paper.

Card Index For Prospective Customers.

Every small store that is to do all of the business that it can do and grow, should keep a card index of desirable prospective customers, giving names, addresses and any items of information that will help toward getting them, or in handling them if once brought to the store. This index alone will not bring in the new customers, but it will make possible a campaign of circularizing and solicitation that may secure them. Of course, the sooner that the names of newcomers into the neighborhood are obtained and the campaign started to secure their trade, the greater the chances of success. In other words, "it is the early bird," etc. —Business Aid.

SECURE THE AGENCY for the EASY SELLING MANITOBA LINES



7 H. P. Hopper-cooled Vertical Portable Engine

GASOLINE ENGINES (in all sizes) from 2 to 45 horse power, **Stationary, Portable** and **Traction.**

WINDMILLS—Power and pumping for light or heavy work.

PUMPS — Wood and iron, single and double acting, including the famous Hayes and Peters pumps.
Brass and iron cylinders.

GRAIN GRINDERS, Steel Saw Frames, Steel and **Wood Tanks.**

Remember we are Manufacturers, not jobbers. Write to-day for Free Catalogue and terms to dealers.

THE MANITOBA WINDMILL & PUMP CO., LTD.

BRANDON, MAN., AND CALGARY, ALTA.

WANTED, Jan. 1st, 1910. Two good Drill Salesmen with some experience in selling goods to dealers. Apply Box 10, care CANADIAN FARM IMPLEMENTS, 901 Union Bank Bldg., Winnipeg.

PLYMOUTH BINDER TWINE

PLYMOUTH PRICES FOR 1910.

You have been informed of the prices of Twine for 1910. You know that the prices named on Plymouth Twine are lower than those announced by any other manufacturer. You know that twine prices this year are not based upon the present cost of raw materials.

There are reasons for all these things, but the facts themselves are sufficiently interesting to the dealers.

Let us remind you here of the prices of the following higher grade Plymouth Twines:

550 Ft. "Extra" Brand - 7 3-4c.

600 Ft. "Superior" Brand - 8 1-4c.

650 Ft. "Pure Manilla" - - 9c.

Can you buy 500 ft. Twine this year—no matter how poor or ill-made at less than 6¾c. a pound in car lots? Can you? Even if you could, it would not be better value than the twines above quoted.

There never was such an opportunity for Plymouth dealers to make extra money on twine, and at the same time give their customers better and cheaper goods. Let our representative tell you all about this.

Have you read PLYMOUTH TWINE NEWS? This is the most interesting and most widely circulated publication in the Implement trade at present. Send your name.

CANADIAN DISTRIBUTING AGENTS:

W. G. McMAHON,
(REPRESENTING LINDSAY BROS.)
WINNIPEG, MAN.

HOBBS HARDWARE CO.
TORONTO, ONT.

What the Cream Separator Did To Missouri.

During the past few years many people have realized for the first time that dairy cows are kept and butter made in Missouri. This state has, for years, been known far and wide as the home of the Missouri mule and the big red apple, yet the Missouri farmer does not make all his money raising mules or big red apples. He had $3 invested in dairy cows for every $2 in mules as far back as the last census was taken and that was ancient history as far as dairying in Missouri is concerned. The past year there was over ten pounds of butter made in Missouri creameries where one pound was made seven years ago. The day will soon be here, and, in fact, has already come in some localities, when the hand separator will be considered as necessary a part of the farm equipment as a mowing machine or planter. One county in Missouri at the present time is said to have over 500 cream separators in daily operation.

The state is so large and its interests so diversified that, although in many localities the farmers are making a splendid success of dairying and are finding it profitable, other localities know nothing about the business whatever, and are astonished when told of the great dairy interests in other sections and how well satisfied the farmers are with their income. Thousands of Missouri farmers are not aware of the fact that within the borders of this state are three of the largest creameries in the United States; each with a capacity of over a carload of butter a day. They are surprised to learn that there are localities like Holden where over $100,000 a year is being distributed in the neighborhood for cream, and like Macon where within five years the amount paid for cream has increased from practically nothing to $75,000 a year.

Only a few of the people in the state know that Cameron ships a car-load of milk a day to Kansas City and that in addition to the many successful creameries in the state supplied by over 30,000 farmers, there are at least two milk condenseries in successful operation and others being planned.

A greater part of this development has occurred in this state within the past few years. Some twenty years ago Missouri was overrun with creamery promoters who induced dozens of localities to subscribe money for a creamery. These factories were built and equipped at an expense to the localities of from two to five times what they were worth, but, worst of all, they were built in nearly every case where there was no chance for success on account of lack of raw material. These promoters found plenty of farmers willing to subscribe money for a creamery because they thought it would be a benefit to their locality. They failed to take into account the fact that a factory had to have raw material to operate successfully. They were not aware of the experience of other states which has shown that it is not worth while building a creamery until the raw material is in sight. In some cases these creameries were never even opened. In other cases they were opened for a few months or a few years and then died from lack of support. It has taken many years to overcome the prejudice against the creamery industry in this state brought about by these premature organizations. Another reason why the old creamery was not successful in Missouri was that it was not adapted to our conditions. To operate the old-fashioned establishment successfully where the milk in place of the cream is hauled to the factory there must be a sufficient amount of milk produced within a radius of three or four miles to take from 400 to 600 pounds of butter in a day in the best part of the season. Such a quantity could not be secured in many places.

The advent of the farm or hand separator has made it possible for any Missouri farmer to sell cream successfully regardless of the number who may care to engage in the business in his locality. Any farmer now within reach of a railroad station can buy a separator and ship cream to some creamery. In 1900 there were about 500 cream separators in use in this state. Now the number in daily operation is over 30,000. One reason why the Missouri farmer has been rather slow to take up this line of farming is that he has not known what

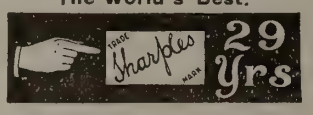
Handle Sharples Tubulars
They Make
Your Competitors Work For You.

This fact means money for you.

If you handle Sharples Dairy Tubular Cream Separators, you put yourself above competition and make your competitors work for you.

Your competitors get a lot of their customers into the notion of buying Cream Separators. These customers then look around, find the Tubular is the only simple, sanitary, modern cream separator made, and buy of you. You get the sale—your competitors do the missionary work. On top of that, you get the sales you make to your own customers and you also replace with the Tubulars many of the common, complicated machines your competitors or separator peddlers may have already sold or may manage to sell. Tubulars thus win for you many new customers you would never get otherwise.

SHARPLES DAIRY TUBULAR
The World's Best.



Thousands of dealers have had exactly this experience. Is it any wonder that wide awake, dealers everywhere handle Tubulars—regard Tubulars as The World's Best today and a trade builder for the future?

World's biggest separator factory. America's oldest separator concern. The manufacture of Tubulars is one of Canada's leading industries. Sales easily exceed most, if not all, others combined. Tubulars probably replace more common separators yearly than any one maker of such machines sells. Dealers only. Heavy, effective advertising all the time. Write at once for information and contract and request that one of our travellers call.

The Sharples Separator Co.

Toronto, Ont. - Winnipeg, Man.

it means to his farm or his locality. He does not realize the income to be secured from a good cow. The typical Missouri farmer has never lived in a section where this business is followed and has to be shown before he takes hold. Too many farmers have taken the dairy business to mean the stealing of a little milk from the calf and the making of a small amount of butter on the farm without any conveniences and selling it at about 15c per pound at the local store. It is not surprising that the person who knows only such methods of dairying does not become enthusiastic. However, when they understand that selling cream to creameries means that an ordinary cow will give them from $30 to $50 a year and that they can raise a calf on skim milk just as successfully as they have raised it before with the cow, the proposition looks better. If they happen to have a farmer in their neighborhood who has real dairy cows, they find he sells from $60 to $75 worth of cream from each of his well-selected herd.

The production and sale of cream on the farm does not reduce the amount of other crops grown but in fact increases them, because it increases the fertility of the soil. It does not interfere with the hogs raised and sold but the use of the skim milk makes it possible to raise hogs cheaper and more successfully. On the average farm where eight to twelve cows are kept, the sale of cream means simply an additional income with which the monthly expenses can be met. One of the advantages of the dairy cow is that a man can sit down with a pencil and figure out very closely in advance as to how he will come out at the end of the year. The income from the cow is not very seriously affected by late frosts, by overflows or even periods of drouth. Up at Macon the farmers speak of the cream money as their pension.

A few years ago at the meeting of the State Dairy Association the question was brought up for discussion as to why farmers in this state do not engage in the dairy business. After considerable discussion an old gentleman in the back of the room rose and said there were two reasons why Missouri farmers do not engage in the dairy business. The first was, that they do not want to, and the second reason, they do not have to. There was considerable truth in this concise statement. It is a fact that most farmers had rather engage in some other line of farming than in the keeping of cows. As long as the price of land is low and the soil fertile, making it possible for an easy living to be made by grain farming there is no incentive for a man to take up the more monotonous work of producing milk.

The same conditions have and are preparing the way for the dairy cow in Missouri that made Iowa the greatest butter state in the Union. These are the high priced farm lands and the decline of fertility of soil from grain growing. Farmers on the rich soil in Missouri are finding that they cannot keep cows to raise beef calves with the present high price of land. When land goes beyond $50 per acre the keeping of a cow a year for the chance of a calf ceases to be profitable.

In other parts of the state the decline in fertility of the soil is arousing great interest. The owners are ready to have their attention directed to some line of farming that will give them profitable returns and at the same time restore the run down condition of their soil. One of the strongest reasons for advocating dairy farming is in its relation to soil fertility. It is a well established fact and one that can be observed in any neighborhood that continued grain farming results in declining fertility of the soil. A newly settled country with fertile soil is always first a grain producing country and later comes in live stock.

The sale of a product like cream from a farm does not decrease the fertility, but, on the contrary, some feed is usually bought and the barnyard manure applied to the soil makes it possible for the farm to become richer instead of poorer.

Thirty years ago the farmers of Denmark were struggling for an existence and coming to America by thousands. Their soil had been run down by improper methods of farming until it failed to support the population. The conditions became so bad that the government took hold of the matter and decided that the only salvation was to introduce dairying. As the direct result of this carefully laid plan Denmark has become within thirty years the greatest dairy region of the world. The farmers now are prosperous and contented as demonstrated by the fact that

De Laval Separators Are Standard

The Here-to-day-Gone-to-morrow dealer can probably afford to sell a gold brick but the one who desires to establish a permanent business can only do so upon a foundation of the best goods at a fair price. He can't afford to sell an inferior cream separator any more than we can afford to build one.

The New Improved De Laval Separator

brings prestige to the dealer who sells it, since no claim can reasonably be made for it which the machine will fail to make good.

STRONG, SIMPLE, SANITARY,

it does its work without noise and **always** effectively.

In every town there is a **"Best"** dealer who **should** and **may** handle the De Laval Separator. If he handles another he does an injustice to himself and customers who accept his judgment, by recommending a machine which only embodies such features as are available by reason of expired De Laval patents, or the fact that they have been discarded to make way for improvements which represent their greatest possible development.

Applications for territory will receive prompt consideration.

THE DE LAVAL SEPARATOR CO.

Montreal **WINNIPEG** **Vancouver**

practically none are coming to this country at the present time since they cannot better their conditions materially by doing so.

It is a fact not generally known that Missouri is already one of the leading Jersey cattle states, ranking fifth in this respect. In this state are found some of the best known herds of this breed. The largest herd of Jerseys in the state and one of the best known in the entire country is that owned by Still & Laughlin, Kirksville. The Jersey herd belonging to the Missouri Agricultural College is also known wherever the Jersey breed is found. Out of seventeen cows of this breed that have records of over 700 pounds of butter in a year, five of them were bred and owned by the Agricultural College. No other single breeder has bred more than one animal in this group. The state has also some splendid herds of Holsteins. A cow of this breed owned by the Agricultural College has recently completed a year's record of 18,405 pounds of milk and 727 pounds of butter. Had this milk been sold at retail in Columbia, it would have brought $690. The butter made at the price received by the Dairy Department netted $248.60.

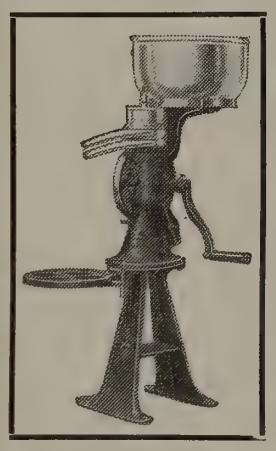
The Missouri farmer whose experience has been confined to cattle bred for beef should realize that when he comes to work with dairy cattle he has quite a different proposition. It is not advisable for anyone not familiar with dairy cows to undertake to start in with a large herd. It is much safer to start in with a smaller herd and gain experience as the herd increases in size. The man starting in a line of this kind with which he is unacquainted must first of all realize that he has a great deal to learn and at once put himself in touch with the agencies from which he can get the best information. Every man intending to keep dairy cattle should take the leading agricultural and dairy papers. A course of such reading for a series of years together with the knowledge learned from actual experience with the cattle makes it possible for one to acquire such skill as is necessary to make the greatest success.

There is a great deal of discussion regarding the best breeds to be used for the production of milk. Where a farmer has been accustomed to beef cattle or cows that give a small quantity of milk but not bred for dairy purposes, it is often well for him to start to milking the cows he has on hand rather than buy some expensive high producers before he knows how to handle them. He should, by all means, buy a pure-bred sire of one of the dairy breeds and grade his herd up in that direction. While it may be advisable for a man to start milking cows that are not strictly dairy cattle it is not to be recommended that he continue the use of such animals. If a man goes to the expense of feeding animals and gives them the necessary labor and attention to keep them in best condition, he should certainly have the animals best adapted for the purpose for which they are used. A cow of the dairy breed is usually at least a fair milker and furthermore her offspring is almost certain to have the characteristics of that breed which is not the case with cross bred or grade animals.

The first thing to do then is to decide upon a breed and this selection should be one of the dairy breeds, by all means. It is well to select whichever one is generally used in the community or preferred by the farmer. The next question is whether the herd will be bred from animals on hand or those which may be purchased in the neighborhood or whether the farmer will buy a herd of cows of the breed he has selected. Either plan may be followed but it certainly is not advisable to start with too many animals in the beginning. The selection of the herd bull should be given careful attention. A man who expects to succeed and carry on dairying at a profit must have better animals coming on in the future to replace those he already has in his herd. This is almost impossible unless he breeds his own stock. This is the cheapest and, in fact, the only practical way for the average man. To do this a first-class animal must, by all means, stand at the head of his herd.

The next point to be taken into consideration in building up a herd is the selection of individual cows. While it is important to select a breed and maintain this breed pure, it is even more important to properly select the individual cow. Even among the well-bred dairy animals about one-third of the animals are not profitable to keep. A great many figures have been printed within recent years showing the remarkable difference along this line and we cannot take time here to do more

Sterling Value in Cream Separators



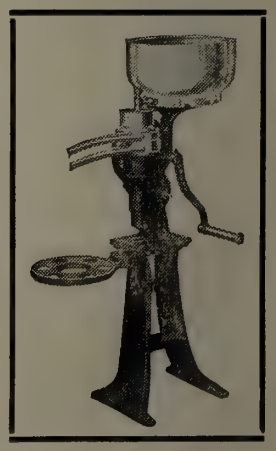
What "Sterling" means on a piece of silver, the name "EMPIRE" means on a Cream Separator.

So-called silver can be bought for far less than the real article. It looks like silver and gives you satisfaction for a little while, perhaps But it is for a little while only, "Sterling" means a life of wear and service.

That's the way with

The Empire Line of Actual Quality Cream Separators

They are built of best material, by the most skilled mechanics, in the up-to-date factory of the Cream Separator world.



Years of Service Prove Their Worth.

Mr. Dealer, do you want to sell a contraption that LOOKS LIKE A SEPARATOR or a Cream Separator of HIGHEST QUALITY that ACTUALLY SEPARATES FOR YEARS TO COME? Do you want constant complaint from your customers, or

Do you want perfect satisfaction with EMPIRES used by your customers?

Good goods make new customers and hold old ones. Poor or shoddy goods have put many a man out of business.

If you want to control the sale of cream separators in your locality and make your hold on prosperity a sure one, ask us for our winning proposition.

EMPIRE CREAM SEPARATOR COMPANY OF CANADA LTD.

Toronto, Ont. Winnipeg, Man.

than give the general principle. It may be said in general that if one-third of the cows that are being milked at the present time were sold, the actual profit would be greater from the remaining two-thirds. In a herd of any size which has not been carefully culled there are cows that produce two or three times as much as others with only a slight additional expense for feed. Equally important with the selection of the right kind of cows is the question of feeding properly, but this is a large subject and takes a great deal of time to thoroughly master. The cows already in use could be made to produce from one-third to one-half more without a doubt by improvement in the methods of feeding alone.

The whole proposition in feeding is to maintain the summer conditions throughout the entire year. Every farmer who milks cows expects to get the best results in the early summer soon after the cows are turned on to fresh grass. This suggests that the thing to do is to maintain this same set of conditions throughout the remainder of the year and this is what is done by the man who understands his business. The conditions which are present in the summer which make it possible for the cow to produce the maximum amount of milk are the following: First, she has an abundance of palatable food; second, she has a balanced ration; third, she has succulent food; fourth, the weather conditions are moderate and the animal is kept comfortable.

To maintain these conditions in the winter means that a cow to be a good milker must be fed liberally on feeds that are palatable, such as clover, alfalfa or cowpea hay for roughness; corn, bran and possibly oilmeal for grain. A good many Missouri cows are expected to produce milk on corn fodder, timothy hay and corn for feed. Such a ration would be unsatisfactory because it does not contain the material from which it is possible for milk to be produced. The succulence of green grass is supplied in the winter by the silo and the use of corn silage. Every farmer who expects to keep cattle of any kind at the greatest profit and to get the largest production in milk should have a silo.

There have been several hundred silos built in Missouri this year and in the future this number will increase almost as fast as has been the case with the cream separator.

To imitate the summer conditions regarding temperature and comfortable surroundings in winter the cows must be kept in a clean, well lighted barn and should not be allowed to suffer from cold weather and storms and they must be placed in comfortable stalls where they may lie down at ease.

Dairy farming is a highly developed type of farming and in the hands of an intelligent, skillful man gives correspondingly good returns, but for the careless man who is not willing to spend the necessary amount of effort to learn how to do things and to do them right and at the right time, the business is not adapted and he had better let it alone.—C. H. ECKLES, Professor Dairy Husbandry, U. of M.

It is not necessary for a wise man to drink up a whole puddle to find whether or not the water is dirty; and it is not necessary to run a bad system to death to find out that it is no good.

B. Bell & Son Co. Ltd. special prices for December are attractive. Better write and get them. See Ad., page 38.

RAYMOND

The name "RAYMOND" has stood for a line of high-grade goods for the last half century.

National Cream Separators are made to last, having few parts they are easy to turn, and are perfect skimmers. It is an easy seller, guaranteed, and there is a splendid profit in them.

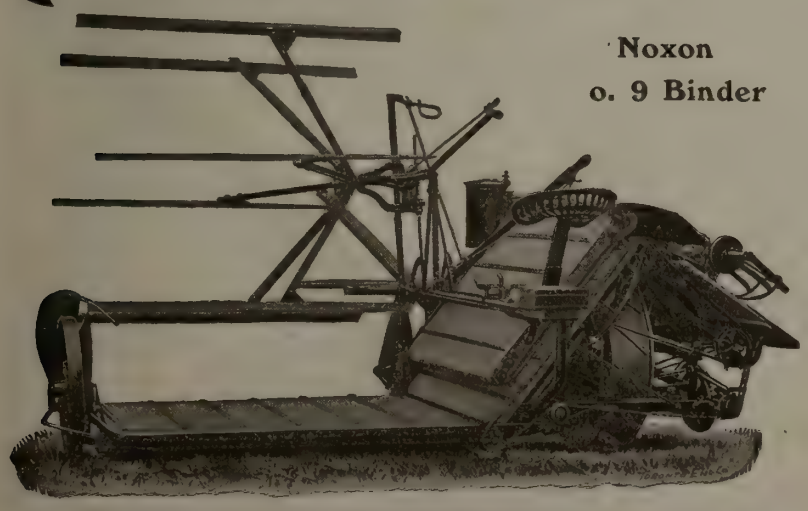
Raymond Sewing Machines known from one end of Canada to the other as the leader in their line, have all the most up-to-date features known to the sewing machine world. Ten years' guarantee. Why not handle the Best?

WRITE FOR AGENTS' TERMS, ETC.

RAYMOND MFG. CO.
OF GUELPH, LTD.

312 Donald St. Winnipeg

NOXON Binders, Mowers, Rakes



Noxon
o. 9 Binder

TO INDEPENDENT AGENTS—WHY SIGN AN EXCLUSIVE CONTRACT when THE NOXON CO., an independent firm, wish to make selling arrangements for territory in Manitoba and the West, for Binders, Mowers, and Rakes? Write direct to Headquarters, Ingersoll, Ont. ¶ Get hold of the line that has taken the lead in foreign countries. ¶ Binders 6, 7 and 8 ft. cut. Mowers 5 and 6 ft. cut. ¶ The Binder is the keystone of implement business. ¶ When you get the NOXON you get THE BEST. ¶ Our Mowers and Rakes are equally good.

Protect Your Independence and contract with us.

THE NOXON CO., LTD. - - INGERSOLL, Ont.

Regina.

Senator Jones, president and general manager of the Massey-Harris Co., visited our city the beginning of November. Accompanied from here by Mr. G. T. Forsyth he made an extended trip through Saskatchewan and Alberta inspecting all the branches of the company. There is no man who keeps in closer touch with the development of the West than does the Senator, having been familiar with the country since 1879, when he was Massey-Harris manager in Winnipeg. He was delighted with the substantial and rapid growth of Regina, the surrounding country, and the West in general. Mr. Jones said that the Massey-Harris Co., did business in every country in which wheat was grown, From this remark some idea of the magnitude of the company's operations can be formed.

Reviewing the past season as a whole it has certainly been a most satisfactory one to the implement dealers. Owing to the fact that branches have been established at other Saskatchewan points in recent years covering territory formerly taken care of from Regina, it is difficult to compare with previous seasons the volume of business done this year. Yet it is safe to say that it has been the best in the history of the West. One of the largest threshing machine firms informed us that the past season's business had been about double that of the best season ever before experienced.

Collections were never better, and all the current paper is in a most satisfactory shape. Even some of that past due, which was looked upon as being worthless or uncertain, has assumed a much more roseate hue. In some cases notes on threshing machines not due till 1910 are being paid, and by men who have made the money out of the outfits.

The damage done by hail in this district was very much exaggerated and there is hardly a district in the whole province where the loss has been sufficient to be felt. In cases where the hail came early the crop recovered in a most marvellous manner and the fall was so exceedingly open that the grain ripened without damage. One notable instance of this may be cited in the following: A half section was completely hailed out on July 4th. The owner of the land, who was leasing it on half shares, decided to summer-fallow the crop. Some delay occurred before he could complete his arrangements, and in the meantime, the crop started up again so he concluded to give it a chance. As the weather was most favorable it got a new start, with the result that the owner of the land took for his share this year $2,500.00.

Mr. W. J. Verity, manager of the Verity Plow Co., of Brantford, Ont., the affiliated plow company of the Massey-Harris Co., together with Mr. T. Simpson, the company's chief expert, spent several days in the city and district in the interests of their business.

The International Harvester Co. have taken over the business of the Parlin & Orendorff Plow Co., of Canton, Ill., whose implements they will add to their already extensive line.

The prospects for next season's business were never better. Plans are already being made by several companies for additional accommodation in the shape of warehouses. Some of the largest firms here find their present abodes not sufficient to take care of more than a quarter of their business. The J. I. Case Co. will be one of those to erect a large warehouse on the property which they purchased from the city, on the north side of the main line of the Canadian Pacific Railway.

The Regina Board of Trade had an application for a reduction on all classes of incoming freight from Eastern Canada before the Board of Railway Commissioners. On the morning of the hearing of the case, the Winnipeg Board of Trade sent a telegram asking that they might be heard before any decision was given. The Commissioners having taken all the evidence at this point, adjourned the case, to have a further hearing at Winnipeg. As delegates to represent them at the Winnipeg hearing the Regina Board of Trade appointed Messrs. D. J. Taylor, H. W. Laird, H. G. Smith and S. C. Burton. No decision has yet been given.

The visit of the Board of Railway Commissioners to the city on November 8th resulted in several matters being satisfactorily settled, which have been for some time in dispute between the city and the railway companies. One of the most important of them was the final settlement of the freight shed location. Shippers were greatly inconvenienced all summer owing to the inadequate capacity of the present freight sheds. The new sheds will be built at the corner of Dewdney and Smith Streets, and will provide for outgoing and incoming freight. The team tracks are also being located on Dewdney Street, east of Hamilton Street. The Commissioner ordered a spur track to serve lots facing on Dewdney Street in blocks 201 and 202 to be continued further west if necessary. The City Council is making plans to pave Dewdney next year, and when completed this will undoubtedly be the finest street in the wholesale section.

The Commissioner ordered the C. P. R. to file plans, within the next three months, for a union depot, and endeavor to make arrangements with the Canadian Northern and Grand Trunk to join them. Should this be carried out the City Council has offered to give the deed of Stanley Park to the C. P. R. This can be made an attractive spot and will give a good impression to those visiting our city for the first time.

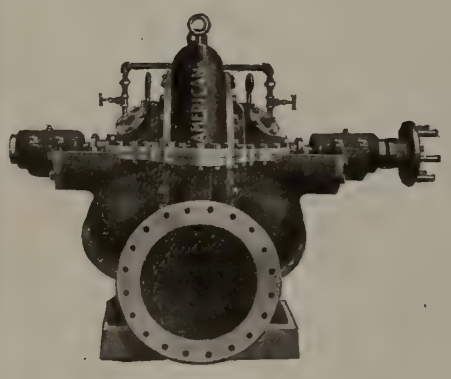
Hart-Parr Plant.

We have just received from the Hart-Parr Co., of Charles City, Iowa, a booklet descriptive of the business and works of the company. The Hart-Parr Co. are manufacturers of gasoline and kerosene consuming tractors and turn out 18 complete engines each week at their works at Charles City. The works cover about seven acres, and about 600 men are employed. The dimensions of the various shops are as follows: Machine shop, 85 x 525 ft.; erecting shop, 100 x 600 ft.; iron foundry, 70 x 200 ft.; steel foundry, 130 x 350 ft.; power and testing, 60 x 200 ft.; heating plant, 40 x 200 ft.; stock room, 70 x 160 ft.; besides pattern shop, pattern storage, etc.

The machine equipment is most complete in every particular as it includes immense drills which will bore eight holes at different angles at one time, and electric cranes which pick up and move a complete 10-ton engine as readily as a schoolboy does a snowball, down to machines which one might put in his pocket.

In testing out their engines they generate all the power used to operate the entire plant. From five to seven engines are always on the tester.

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198 page Catalog No. 105.

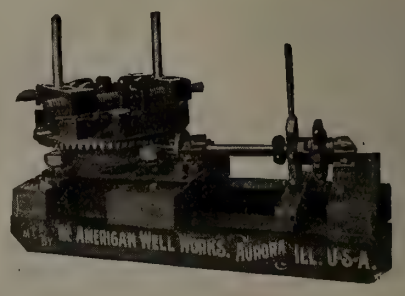
All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

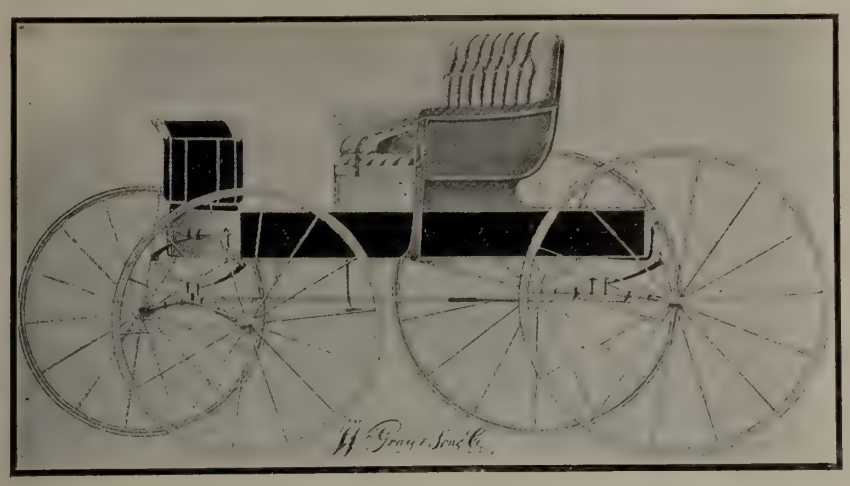
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

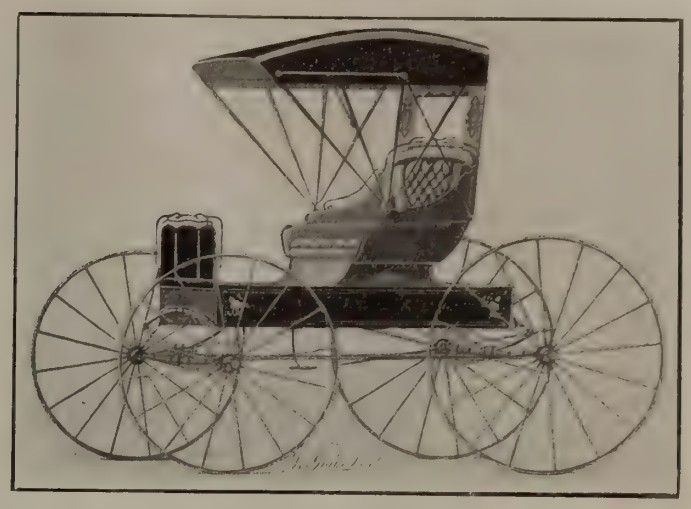


THE AMERICAN WELL WORKS

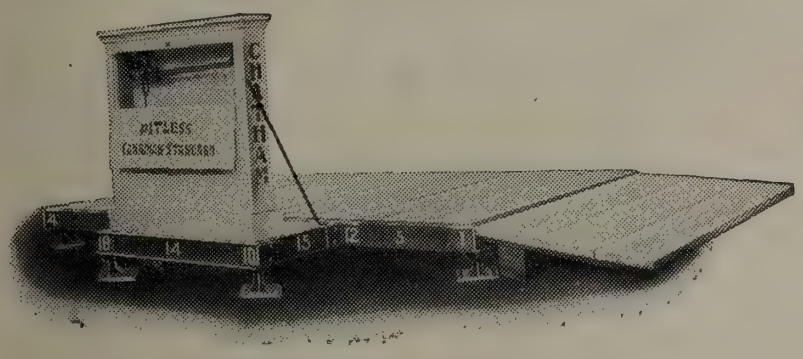
General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



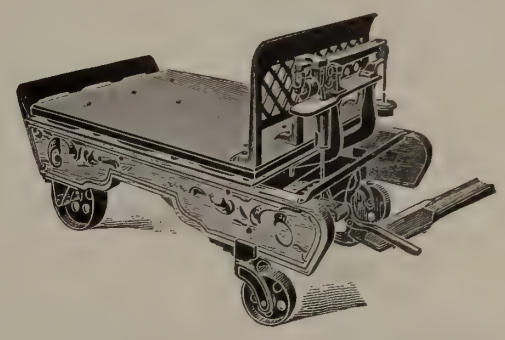
No. 6 Abernethy Wagon.



No 1834 Special.



5 Ton Pitless Scale. A Modern Farm necessity.



High Beam Wagon Scale. Capacity 2,000 lbs.

We take pleasure in extending to our valued Agents and patrons throughout the West Christmas Greetings.

You will be glad to note the developments that have taken place during the year, as applying to our ability to serve you even better than in the past.

With the Gray and Campbell's goods handled by one strong Western Company and with heavy stocks at all distributing points, a service that has hitherto been unapproached is guaranteed to dealers.

Let us hear from you now and we will name our agency terms to you—terms more profit earning than ever submitted before.

Write for Catalogues, Price Lists and general information to

GRAY-CAMPBELL, LTD.

Temporary Offices: 400 Jessie Avenue, Winnipeg

Large Stocks at Winnipeg, Brandon, Moose Jaw, Saskatoon, Calgary, Edmonton, Vancouver

Fanning Mill. The Mill that separates and grades perfectly.

Improved Kitchen Cabinet. The great domestic labor saver.

Brandon.

Mr. D. Nichol, who handles the Massey-Harris line at Alexander, Man., and Mr. W. Kilkenny, of W. & J. Kilkenny, Broomhill, Man., recently visited our city. Both report sleigh and cutter trade as being good, but collections only fair.

Messrs. E. W. Tase, the I.H.C. representative in Calgary, George N. Hamilton, and W. S. Graham, of the P. & O. Plow Co., Canton, Ill., arrived here early in November, with a gasoline engine gang plow and gave an exhibition of its efficiency on the farm of Mr. J. D. McGregor, which lies close to Brandon. The plow has been shipped to Regina where they also intend to give a demonstration of its utility.

Mr. John Adams, of the Cockshutt Plow Co., Winnipeg, paid us a visit in the interests of his firm.

Mr. J. B. Cumming, implement dealer, of Claresholm, Alta., whilst in the city reported trade as being very brisk in Southern Alberta.

Mr. James Avery, representing the Gray-Campbell Co., Ltd., visited the city recently on a tour of inspection. This is his first trip through the West and he is greatly taken with the conditions of this part of the country and predicts an enormous increase in their business in the near future.

Mr. R. Sylvester and Mr. Waller, of the Sylvester Co., Lindsay, Ont., were here for a short period recently.

Mr. O. W. Thompson, the representative of the Safe Lock Fence Co., of Owen Sound, Ont., arrived here and has arranged for the building and opening of a large warehouse, which is to be the company's Western distributing centre. A site has been secured from the C. N. R. on the corner of 6th Street and McTavish Avenue, and building operations will begin at once. The warehouse will be 57 x 80 feet; large enough to handle an extensive business. The first shipment of their goods is to be seven car-loads.

The Brandon Implement & Manufacturing Co., Ltd., is to be the name of Brandon's new implement company. It was incorporated by Messrs P. W. L. Briar, C. P. Fullerton, I. C. Nelson, H. A. Alwin, of Winnipeg, and J. McDiarmid, D. H. Scott, the Hon. G. Caldwell, of Brandon, with a capital of $150,000, the Hon. G. Caldwell being president, and P. W. L. Briar managing director. The charter has been received.

Brandon is fast becoming a distributing centre for all kinds of merchandise, and track space will soon be at a premium.

It is expected that the public will be supplied with gas by the first of December, as all the mains are laid and laterals are being led off Rosser Ave., into buildings. The Gas Co's new offices are in the Commercial Block, 10th St.

The Manitoba Windmill & Pump Co., are building an addition to their big premises and a spur of the C. P. R. now runs to the rear of their property.

The International Harvester Co. intend to build a large distributing warehouse on the C. P. R. here in the near future.

A large warehouse is being erected for Mr. E. L. Christie, bookseller and stationer, on the north side of the C. P. R. track.

A brisk demand for cutters, sleighs, robes, etc., has arisen, owing to the early snow this winter.

Collecting has fallen off a little this last week, but with the roads in fine sleighing condition, a good time is expected, for the farmers will now market their grain and there will be less unpaid paper in the district than at any time during the past twenty-five years.

Massey-Harris Catalogue.

Varied are the usages of advertisements, but when that advertisement has the attractions of the new Massey-Harris booklet it is doubly so. In these days of refined and artistic advertising, an advertisement to succeed must appeal to the taste of the reader as well as to his pocket. In the new Massey-Harris booklet the tastes of the most fastidious reader are catered for. The first glimpse of the booklet calls forth a note of approbation by its artistic covering of green and gold, which is immediately changed to one of admiration upon turning the page, as the frontispiece is a sepia half-tone of M. J. Breton's celebrated painting, "The Gleaner"; whilst scattered throughout the booklet are copies of well-known pastoral scenes by famous artists, in sepia half-tone, as well as numerous little sketches of every day farm life and implements.

The letterpress descriptive of Massey-Harris implements is interesting and bright. It is a long time since we have seen such an artistic production as this and Mr. F. W. Hunt, the advertising manager, is to be congratulated upon it.

Kinnard-Haines Co. Enlarge Plant.

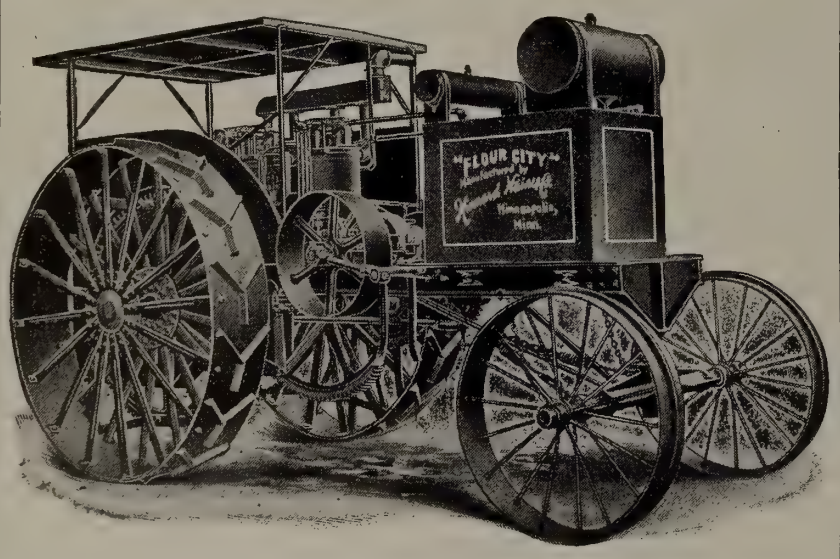
The Kinnard-Haines Co., of Minneapolis, Minn., manufacturers of the "Flour City Gasoline Tractor", have just completed an addition to their plant. The new building 50 x 150 will be used for assembling and the space hitherto used for this purpose will be added to the machine shop, where new and additional machinery is already being installed. The facilities obtained by these changes will practically double the output of this concern.

AN UP-TO-DATE PLOWING AND GENERAL FARM ENGINE

THE "FLOUR CITY" TRACTOR

Twice Winner of the Gold Medal

The "Flour City" was awarded the highest prizes in the two contests held in Winnipeg in 1908 and 1909 in competition with the leading manufacturers of Gasoline tractors of two continents.



The "Flour City" is a four cylinder, four cycle engine of the most Modern Design and Construction.

The winning of the Gold Medal two years in succession has put it in the lead.

It has now passed through its second year of strenuous work in the field, and has demonstrated in the hands of hundreds of farmers the fact that it has "Made Good" its Gold Medals.

Multiple Cylinder engines admit of light construction.

Large Diameter drive wheels insure greater tractive power, thus producing an engine of Maximum power and Minimum weight.

It is 5000 pounds lighter than the average tractor of equal H. P., propels itself at a less fuel expense, does not pack the ground so hard and will pass over low and sloughy places where others dare not venture.

Our 30 H. P. is a popular size for medium farms. Our 40 H. P. is more desirable for farming on a large scale.

If you are going to sell a Tractor for plowing, look up the "Flour City". It possesses more good points than all other tractors combined,

FOR CATALOG OR INFORMATION WRITE

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

or Dominion Sales Agents:

Ontario Wind Engine & Pump Co. Ltd.,

WINNIPEG TORONTO

HERO GRAIN SEPARATORS

Captured the 1909 Business.

Sold through the Trade only.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

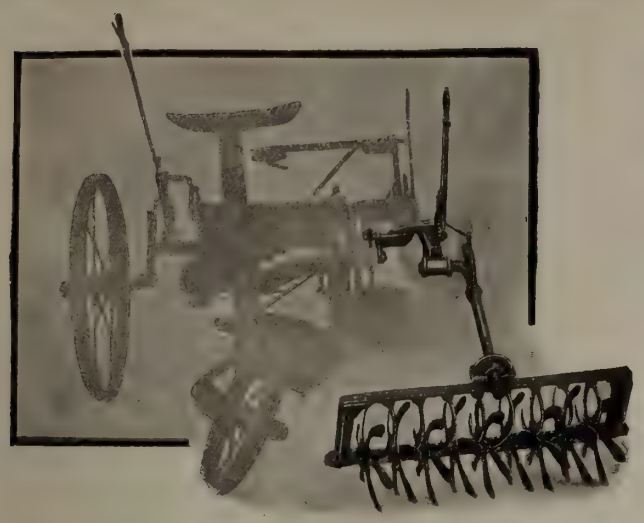
No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Hero Manufacturing Co. Ltd.,

Winnipeg.



National Rotary Harrows for Plows

REMEMBER THE NAME

The most vital point as shown by experience is the stationary beam in combination with the swinging beam on harrow attachments.

Reliability, simplicity and convenience make satisfied customers and increased profits.

We make harrow attachments for plows, particularly adapted to meet existing conditions in any part of the grain growing world. New features, new selling points, a guaranteed repeater.

The dealer who has a NATIONAL CONTRACT is fortified to win the harrow attachment trade. Get the NATIONAL AGENCY.

. . MANUFACTURED BY . .

THE NATIONAL HARROW CO., LEROY, ILL.
(INCORPORATED)

GENERAL AGENTS FOR CANADA:

TUDHOPE, ANDERSON & CO., LTD.

WINNIPEG, CALGARY AND REGINA

FULLER & JOHNSON
Farm Pump Engine

This is a necessity on EVERY farm.

Is always on the job—days, nights and Sundays—hot weather or cold—rain or shine—in high winds or calms—year in and year out.

Needs no towers or cement foundations, no guy ropes, no fixtures of any kind. Set it alongside your pump, and when you have tightened five common nuts, you have a power pumping plant ready to run. DO IT ALL YOURSELF.

Goes anywhere—on the back porch, in the shed or milk-house, wherever convenient. Runs quietly, practically without vibration, and is absolutely SAFE.

MADE BY

FULLER & JOHNSON MFG. CO., MADISON, WIS.

The Stewart-Nelson Company, Limited

GENERAL AGEENTS, WINNIPEG - - BRANDON

Saskatoon.

Business is still brisk in the Saskatoon district. Threshing is finished except in sections a considerable distance from the railroad; this grain is all stacked and is now being threshed by the small outfits that were purchased late. A moderate amount of stack threshing was left until the ground was frozen, as the fall was ideal for plowing and farmers took advantage of this and prepared for a large crop in the spring. Snow followed immediately, causing an almost unprecedented demand for sleighs. Dealers are all short and manufacturers are straining every nerve to supply them. The recent mild weather has been welcome both to those who were not able to get sleighs and to those who could not supply them, as factories will be enabled to catch up slightly with the demand.

Contractors have been making wonderful progress of late getting buildings closed in so that interior work could be proceeded with. There are several of the larger blocks as well as numerous residences yet to be completed. There may have been years when Saskatoon erected more buildings than the present year, but the building permits amounted this season to more dollars than ever before. This shows a better quality of structures and greater capacity. Many modern homes are made possible by the great extension of sewer and water mains this year, and warehouses of larger capacity are made necessary because of the development of all Northern Saskatchewan.

The Canadian Department of Trade and Commerce issue the following :

Statement showing the number of cars of grain and the total quantities inspected at Winnipeg and other points in the Western Division, for the undermentioned periods of 1909, with comparisons for 1908.

		Week ended Nov. 14 1909.	Ten weeks ended Nov. 14, 1909.	Same period, 1908.
Grain— *Recapitulation.*		No.	No.	No.
Wheat	Cars	3,191	41,778	31,959
	Bushels	3,350,550	43,866,900	33,556,950
Oats	Cars	472	4,647	2,960
	Bushels	849,600	8,364,600	5,220,500
Barley	Cars	128	1,854	1,582
	Bushels	153,600	2,224,800	1,898,400
Flaxseed	Cars	260	1,399	503
	Bushels	260,000	1,399,000	503,000
Rye	Cars	1	5	1
	Bushels	1,200	6,000	1,200
Total grain	Cars	4 052	49,683	36,954
	Bushels	4,614,950	55,861,400	41,179,550
SUMMARY BY RAILROADS.				
Canadian Pacific Railway		2,362	30,187	22,014
" " Calgary		88	850	997
Canadian Northern Railway		1,210	14,189	11,162
Great Northern Railway, Duluth		184	2,060	2,557
Grand Trunk Pacific		288	2,447	715
Total No. of Cars		4,052	49,682	36,945

Collections are very good; more people are asking to pay future due obligations than are asking for extensions, which, in a new country where expenditures for all kinds of farm equipment are so great, speaks volumes for the industry and careful management of the people who produced the magnificent crop of 1909.

The International Harvester Co. are now comfortably located in their fine new offices in the big warehouse. The building is being filled with all kinds of farm implements and tools, making ready to supply the newcomers as well as the old settler. The company's repair department is the largest west of Winnipeg, and it is the intention to supply any part just when it is wanted.

Mr. Frank Holland, of Regina, will move to Saskatoon before January 1st to take charge of the growing business of the Tudhope-Anderson Co. Offices will be located in their new building, two stories and basement 60 x 120, which is nearly completed.

Mr. N. O. Berve, traveller for the John Deere Plow Co., is the proud father of a bouncing baby boy, a very recent addition to the Deere staff.

"Always Leading."

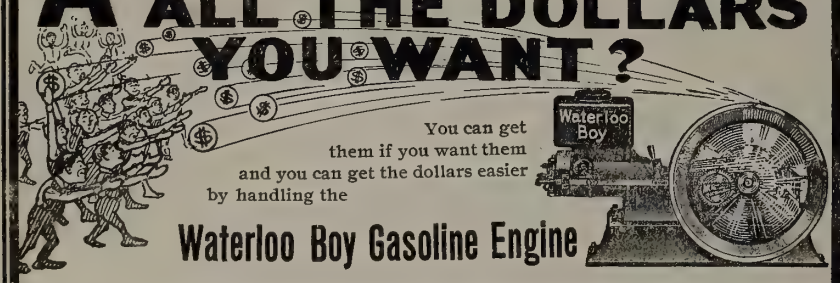
So says the superscription embossed on the calendar sent to us by The Brantford Cordage Co. The calendar in question is made of antique copper 8 x 6. Occupying the left-hand corner is a picture of a hunting scene. The leading horse, a mettled bay, has cleared the fence away ahead of the rest and like the products of the Brantford Cordage Co., he will be "Always Leading". The bottom right-hand corner bears a neat card calendar of the perpetual type and the complete calendar is one which is worthy a place on any desk whether in the office of the business man or the library of the student. For this exquisite production we are indebted to the company's Winnipeg representative, Mr. Jno. R. Firth.

Publications Received.

We are in receipt of a copy of the house organ of the Winona Wagon Co., a journal published under the title of "Spokes". This is another evidence of the progress of this company, whose line is handled in Western Canada by the Stewart-Nelson Co.

The Plymouth Twine News is the title of an interesting publication we have received. As its title indicates it deals with the binder twine trade and conditions and contains several articles on the fibre and sisal markets. It is published by the Plymouth Cordage Co., of North Plymouth, Mass., and Welland, Ont., whose line is handled here by W. G. McMahon.

ARE YOU GETTING ALL THE DOLLARS YOU WANT?



You can get them if you want them and you can get the dollars easier by handling the

Waterloo Boy Gasoline Engine

than any other make. Dealers everywhere are making money selling this gasoline engine. There is some of this easy money that you can get if you will join the ranks of our dealers.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH DEALERS. CATALOGUE HOUSES CANNOT SELL WATERLOO BOY ENGINES. THEY CANNOT SELL THEM UNDER ANY OTHER NAME, FOR WE WILL NOT SUPPLY THEM.

Waterloo Boy Engines are advertised engines. We keep the name "Waterloo Boy" before the farmers constantly in all of the best farm papers. We refer all inquiries to you. We protect you in the territory assigned you. That is why the Waterloo Boy will win the fight for you, no matter how fierce the catalogue house competition may be.

THE FIVE YEAR GUARANTEE WE FURNISH WITH EVERY WATERLOO BOY ENGINE MAKES THEM EASY TO SELL. THE PRICES AND TERMS WE MAKE TO OUR DEALERS ENABLE THEM TO MAKE BIG PROFITS.

Farmers are buying the Waterloo Boy Engines. We sold 15,000 last year. That many engines sold after 30 days' trial ought to show you "which way the wind is blowing."

WE HAVE SOMETHING SPECIAL THAT WE ARE OFFERING DEALERS RIGHT NOW THAT IS GETTING NEW DEALERS FOR US EVERY DAY. YOU OUGHT TO GET IN ON THIS AND GET YOUR SHARE OF THIS BUSINESS.

Write today for our catalogue and this special offer.

WATERLOO GASOLINE ENGINE CO.

BOX 213 WATERLOO, IA.

Ask any of these jobbers what they think of the Waterloo Boy:

Parlin & Orendorff Impl. Co., Dallas, Texas.
P. J Downes & Co , Minneapolis, Minn.
David Bradley & Co., Council Bluffs, Ia.
La rosse Plow Co., La Crosse, Wisc
La Crosse Impl Co., Minneapolis, Minn. (Gen Agts for Mont)
Reierson Mchy. Co., Portland, Oreg.
M. Johannes & Sons Impl. Co., Sedalia, Mo.
Weaver Hdw. Co., Rochester, N.Y.
Hewitt Mchy. Co., San Francisco, Cal.
Bendix Bros., Copenhagen, Denmark.
Andrew Hollingsworth & Co., Stockholm, Sweden.
Horter & Fair, Havana, Cuba.
G. A. Carrette & Co., Quebec, Canada.

Silver Medal won by Tractor at Winnipeg.

Gold Medal won by Tractor at Brandon.

Gold Medal won by 30 h.p. Undermounted Engine at Brandon.

Speepstakes Medal won by 30 h.p. Undermounted Engine at Brandon.

Silver Medal won by 20 h.p. Undermounted Engine at Brandon.

Bronze Medal won by 30 h.p. Undermounted Engine at Winnipeg.

Medals won by Avery Machinery at the 1909 Brandon and Winnipeg, Canada, Agricultural Motor Contests

Another Proof of the Superiority of Avery Machinery.

To show you what Avery Steam Traction Engines and the new Avery Gasoline Tractor will do, we present the six medals illustrated above.

These medals show that an Avery 30 h.p Double Undermounted Engine won the First Prize at the Brandon, Canada, Agricultural Motor Contest, and besides this the Sweepstakes over the entire field. The Avery 20 h.p. Undermounted Engine also won the Silver Medal at Brandon, and the 30 h.p Engine the Bronze Medal at Winnipeg.

The Avery Gasoline Tractor was the winner of the Gold Medal at Brandon and the Silver Medal at Winnipeg. It won these medals against machines of larger sizes and in competition with Gasoline Engines which have been on the market for years.

These contests were the greatest of their kind ever held in this country. They brought together more manufacturers of agricultural machinery than any other similar contest. Every machine entered by the Avery Company won a medal—one being the Sweepstakes, and two others being the Gold Medals.

These medals are real evidence to show you what Avery Engines and Tractors will do compared with others. Do you know of any other Company that can show you such evidence as this about their machines?

Making the only Perfect Plowing Score at the 1909 Winnipeg Agricultural Motor Contest

This outfit consisted of a 30 H.P. Double Undermounted Engine and a 10 Gang Cockshutt Plow.

We wish to point out that while to get a successful plow is of the utmost importance to do first-class plowing, it is only one of the important considerations in a plowing outfit.

The same plow was also used by other competitors at the Winnipeg Motor Contest. The Avery outfit, however, was the only one that made a perfect plowing score. It took the Avery Undermounted Engine coupled to this Plow to make an outfit that could win a **Perfect Score.**

The reason is because the Avery Undermounted Engine was designed and built from the ground up especially for plowing and heavy traction work. It has a style of construction much superior to the ordinary top-mounted style for these purposes. Under equal conditions it will prove to be longer lived, more powerful on the draw bar pull and easier to handle than any other engine on the market.

If you are looking for an all-round engine for traction and belt work of all kinds, such as plowing, hauling, threshing, sawing, and other similar work, you cannot find anything to equal an Avery Double Undermounted Engine.

This Engine is built in five sizes—18, 20, 22, 30 and 40 H.P. Our catalog illustrates and describes each size fully.

AN AVERY "YELLOW FELLOW" SEPARATOR IS DIFFERENT FROM OTHER SEPARATORS

Let us "show you" just how an Avery "Yellow Fellow" Separator is built. You can see every part in our catalog. Follow back through from the Feeder and notice these special features:

Solid Canvas Feeder Carrier	**I.X.L. Separating Device**
Jumbo Tool Steel Teeth	**Long Straw Racks**
Long Concave and Grate Surface, adjustable both Front and Rear	**No Cross Blast, Perfect Cleaning Fan**
	Steel Wind Stacker Drum
Adjustable Grate behind Cylinder	**Heavy Cast Iron Fan**
Moving Grate underneath Beater	**Special Flat Faced Wind Stacker Hood**

These are some of the features which make the difference and caused an Avery thresherman to call his "Yellow Fellow" by this name: "The Great Job Taker and Money Maker, Grain Saver and Grain Cleaner."

AVERY COMPANY, 675 Iowa Street, Peoria, Ill., U.S.A.

HAUG BROS. & NELLERMOE COMPANY, LIMITED

CANADIAN JOBBERS - - WINNIPEG, MAN.

The Value of the Trade Journal.

The lot of the journal canvasser is not an easy one. The men who travel the country soliciting subscriptions for a trade paper have not an easy task. Many are the rebuffs handed to them and many are the excuses given for a refusal to subscribe. "I have no use for your paper", "Sorry, but I am taking in more papers than I have time to read". "No, I cannot afford to pay for another paper". These and many other similar speeches are handed out to the canvasser by the man whom he tries to interest in his publication. It is no consolation to him to know that the merchant is losing more than he is. The canvasser's commission is but a tithe of the money saved to a merchant who studies a good trade paper. No retailer, whether he be in the implement, dry goods, jewelry, general store merchant or any other similar line of trade, can afford to be without the journal which represents his particular line.

In these days of strenuous competition every man to make the most of his opportunities should keep well posted as to the trade conditions, or he will lose money by it. It is a bad policy to lose many dollars in the future for the sake of one or two at the present time. Yet some men are doing it.

Some of the reasons given by merchants for not taking a trade paper are ridiculous. Take the case of the man who says he cannot afford it. Even while he is making that assertion he is, in all probability, smoking a ten-cent cigar. In other words he probably burns enough money every day to pay for a full year's subscription.

Every man is interested in the buying end of his business. "Goods well bought are half sold," and it stands to reason that a man who keeps well posted as to market prices and market and trade conditions generally is better able to buy to advantage than the man who relies upon the information of the first salesman that comes along with a line of goods such as he requires.

The value of the trade paper is not fully realized. In some cases a paper has achieved a first-class reputation and a reasonable amount of canvassing manages to keep up its subscription list fluctuating round the 98 per cent. mark, but that usually can only happen when the paper has an exclusive field and at the same time supplies reliable news and authentic information in its columns.

The value of the trade journal to the dealer or merchant is unquestionable. One prominent retailer says, "I always pay a good deal of attention to my trade paper. By its means I keep in touch with all occurrences which will directly or indirectly affect my business. I am also able to tell how the firms I do business with are progressing. From their advertisements I gather the selling arguments which I use in handling their lines. They can afford to engage experts in formulating these arguments. I can not, so I avail myself of the opportunity of profiting by theirs. I also note the claims made by manufacturers of new lines and have time to consider them before their traveller calls and when he does call I have my questions and objections ready to combat his arguments. Another advantage my trade paper gives me is in the fact that I get the earliest possible notification of new improvements and new ideas and in this way I am able to get in new goods at least as early as any of my competitors."

The reasons given by the above merchant should be quite sufficient to convince the average retailer that he cannot afford to do without his trade paper. Though you subscribe for an implement paper you should not stop at that ; point out to your dry goods and general store contemporaries the advantage of their subscribing to trade journals published in the interests of their particular line; "pass a good thing along". That the implement dealer of Western Canada is wide-awake to his own interests in this respect is demonstrated by the fact that fully ninety-eight per cent. of them receive Canadian Farm Implements, Western Canada's only implement trade paper, regularly each month. Then, since you realize the benefits of your journal do your friends a good turn by showing them a way to improve their business.

Winnipeg Implement Men Curl.

A new curling organization was recently formed in Winnipeg, when the Implement Curling Association branched out with the following officials elected: Hon. patrons, Messrs. Frank Cockshutt, William Butterworth, Cyrus H. McCormick, G. H. Stevens, Senator Jones; hon. presidents, E. A. Mott, H. W. Hutchinson, M. J. Rodney, O. F. Berkey, C. H. Whitaker; president, R. Hardie; vice-president, S. Cull; secretary-treasurer, R. C. Walsh; finance committee, S. Cull, W. Laidman, W. M. Boyd, A. Nichol; ice committee, Messrs. Wood, O'Neall, Cummings, Whitcombe.

About ten rinks will form the association, and arrangements will be made to play off a single series at one or more of the city rinks.

Mr. A. Frank Mantle.

Mr. A. Frank Mantle was recently appointed Chief of the Bureau of Information and Statistics at the Department of Agriculture, Regina. Mr. Mantle has been identified with western farming since 1898. He has had a wide and varied experience of agriculture and its conditions in the West, viewing it from every standpoint—from that of a farm hand to that of manager. For some time Mr. Mantle was associated with agricultural journalism in the capacity of agricultural editor of the Free Press. Mr. Mantle's predecessor was Mr. F. H. Auld, who resigned in order to go into University work, in connection with the Agricultural College at Saskatoon. We wish Mr. Mantle every success in his new field.

The Potent Power of Advertising.

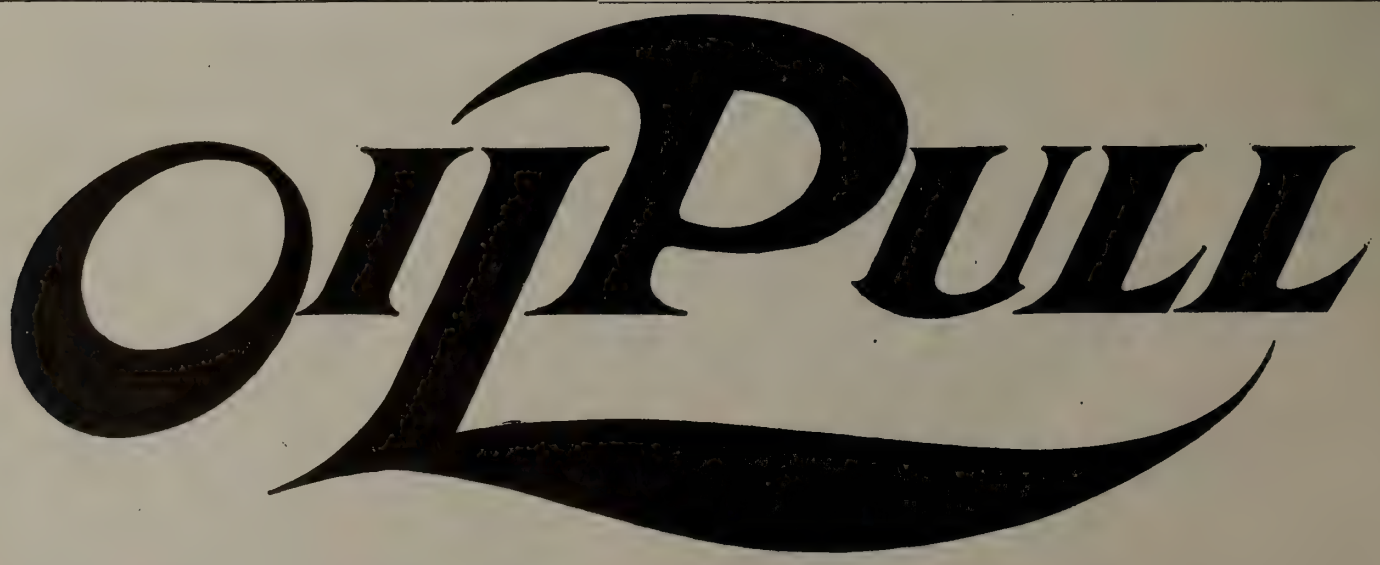
John Silber, of Newkirk, Ok., was sent to jail, charged with tampering with a railway switch. While there he read in a newspaper of an offer of $3 for the most original want ad. Silber inserted the following:

"Wanted—Young man in jail wants to get out; suggestions solicited that might result in immediate release; wants poet's address who wrote 'Stone walls do not a prison make, nor iron bars a cage.' Address John L. Silber, Key County jail."

He got the $3, a lot of sympathy, candy, flowers and pie and so much attention in his case that it resulted in an investigation proving his innocence, and he was released from jail.

Moral—Advertise, and do not wait until you're put in jail.—Judicious Advertising.

Some men are as changeable as the Arkansas traveller who changed his residence so often that his chickens used to come up every morning and lie down on their backs to have their feet tied.



Brandon Fair New Manager.

Mr. W. I. Smale, editor and proprietor of the Carberry News, has been appointed manager of the Brandon Fair, succeeding Mr. Fraser. Mr. Smale might be called an "old-timer" as he has resided in Carberry for many years, and is well known. We understand that it is his intention to dispose of his paper and plant at the first favorable opportunity and take up his residence at Brandon. We join in wishing Mr. Smale success.

Use Good Gasoline.

To get the best results from a gasoline engine it is necessary to use good gasoline. A poor grade gasoline, although cheap, is not economy, and in order to be assured that your gasoline is of good quality it should be tested.

A very simple test can be made to show the volatility of gasoline, by moistening the hand with the liquid and noting the time it takes to evaporate. Common stove gasoline known as 74 test will take from 7 to 10 seconds to evaporate, leaving the surface of the hand perfectly dry. Lower grades will take much longer time. Should there be any greasy residue left on the hand the fuel is not fit for use in a gasoline engine.

The lower grades of fuel, says *Popular Mechanics,* may be used successfully in an ordinary gasoline engine, although it may become necessary to heat the air before it is brought in contact with the fuel. When using low-grade fuels during cold weather it may be necessary to use the 74 test gasoline for a few minutes until the engine has warmed up sufficiently to allow the heavier fuel to be vaporized.

To find out whether the gasoline is free from impurities put a little on a piece of white paper. If pure, the gasoline will evaporate and leave no mark. If impure by the presence of grease or oil of any kind the white paper will show the mark of the grease.

New Catalogue.

We are in receipt of a copy of the 1909-10 catalogue of Wm. Gray & Sons, carriage manufacturers, of Chatham, Ont. The catalogue is replete with illustrations of the specialties manufactured by this firm, and there are also half-tone engravings of the factory at Chatham and the Winnipeg branch factory and warehouse in Fort Rouge. The vehicles manufactured by Wm. Gray & Sons are handled throughout the West by the Gray-Campbell Company, Limited, Moose Jaw and Winnipeg.

Play the Game.

The days of rough and tumble competition have passed and hard words and ill-feelings have to a great extent been eliminated. It has been proved time and again that it doesn't pay. There are a few who still keep to the old ways and try to gain a monopoly by cutting prices or decrying a competitor's goods. It is to be hoped that even these few will see the folly of such a course. If your own competitor keeps up the game when you quit, let him. Scandal will rub out like dirt when it is dry. Let a competitor's knocking die from a severe attack of silent contempt. Don't meet it with similar words. It doesn't follow that because a cur bites you, you must bite the cur. Besides, the easiest way to lose your reputation is by speaking ill of others and being ill spoken of yourself. Don't stoop to hate your competitor; hate his vices, if you will, not himself. Try and get him round to your way of thinking. It may be hard at first, but it will come eventually. Of course, if you make advances to a certain type of individual he will begin to think that he has you beaten. Then the only course is to leave him alone. If you give a man of that description enough rope he is certain to hang himself.

WE KNOW THAT YOU KNOW—

But have you taken the pains to let your trade know, that WE make the very best line of THRESHING MACHINERY, and that we make a

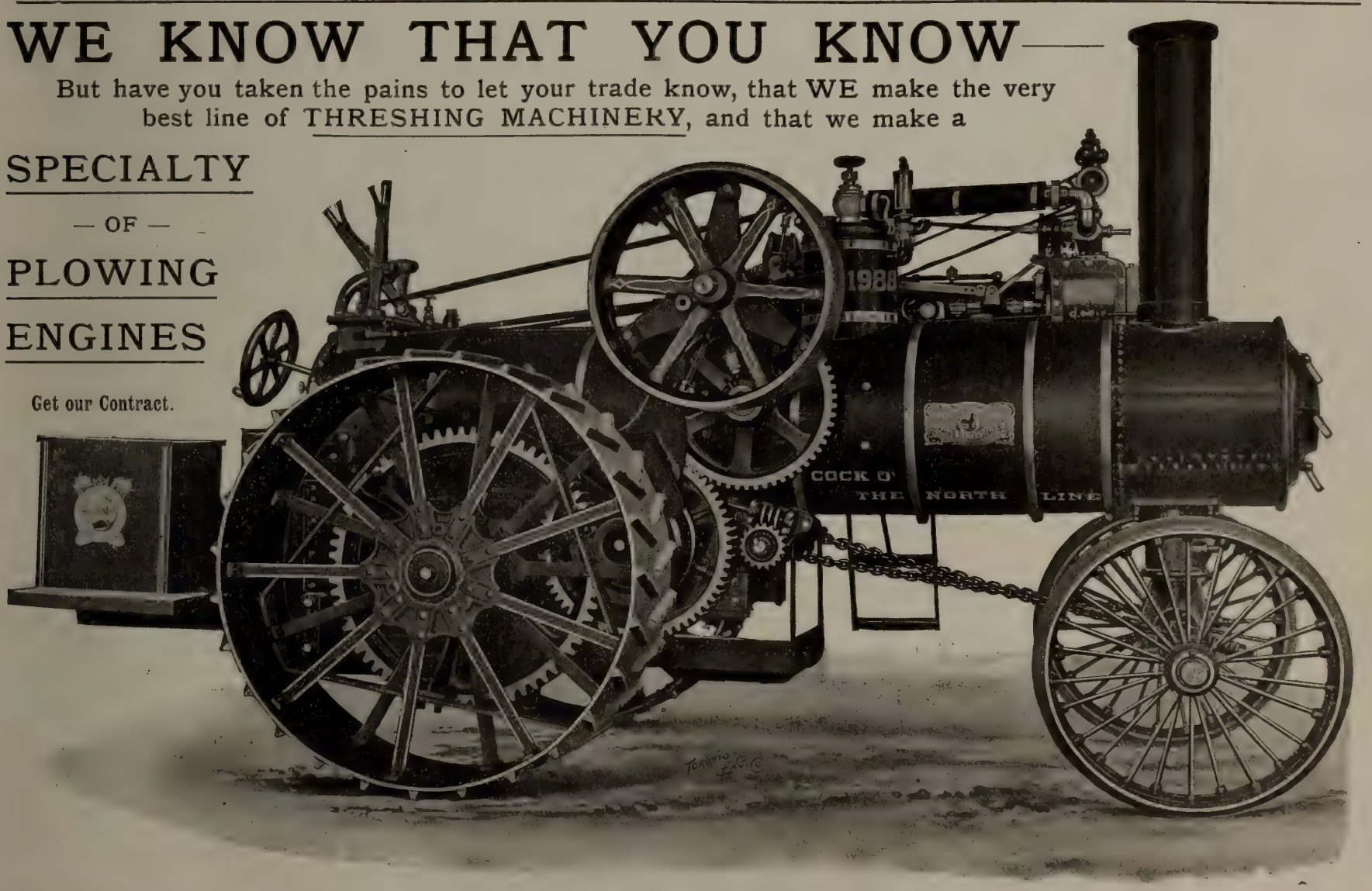
SPECIALTY

— OF —

PLOWING

ENGINES

Get our Contract.



American-Abell Engine & Thresher Company, Limited

Head Office and Factory : **Toronto.** Western Selling Headquarters : **WINNIPEG.** Distributing Branches : Regina, Calgary, Edmonton.

Canadian Representatives of the **Advance Thresher Co., Battle Creek, Mich.**, and the **Minneapolis Threshing Machine Co., Hopkins, Minn.**

MR. HARRY COCKSHUTT
Managing Director, Cockshutt Plow Co., Brantford.

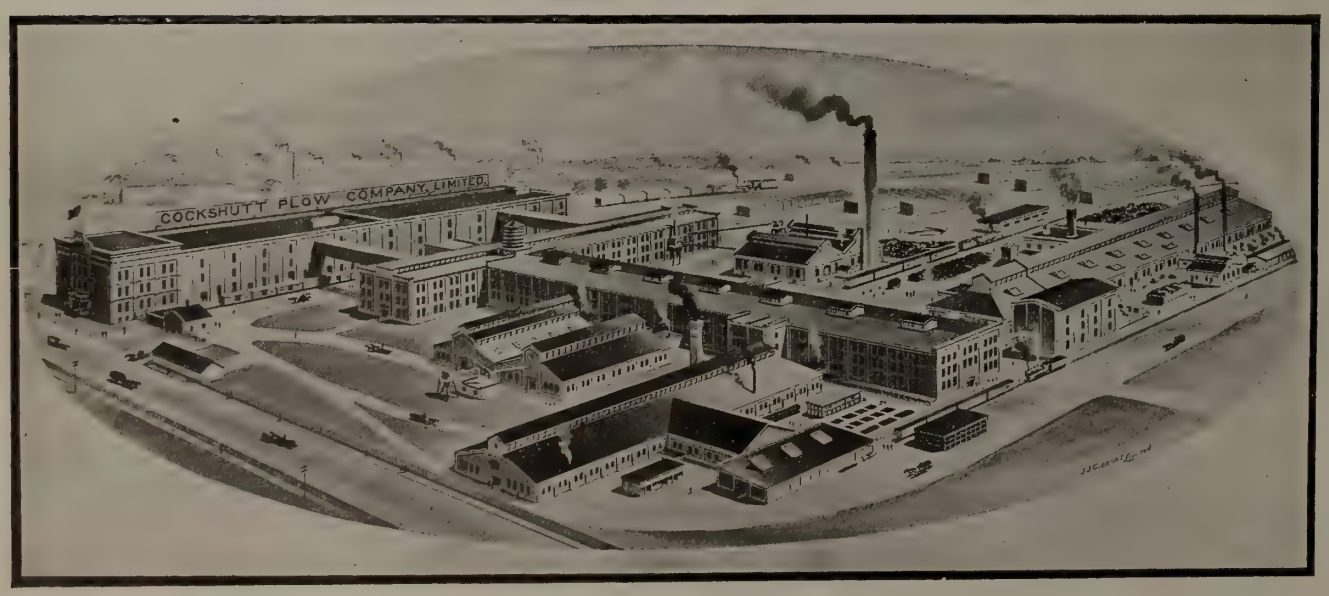
IN this age of progress and possibilities, changes are constantly being made in the commercial and industrial enterprises of our country. Ordinarily, the public pays very little attention to these changes, as they affect no one in particular outside of the stockholders and those directly connected with the different concerns. But occasionally a change occurs that is of public interest. This can truly be said of the change which has recently occurred in Canada's implement industry, whereby the Cockshutt Plow Company, of Brantford, will handle the factory products of the Frost & Wood Company, of Smith's Falls, Ont. This change concerns not only the stockholders and staffs of the two companies, but concerns the dealer in farm implements and the farmer, who uses farm implements, as well. The change itself is an evidence of enlargement and progressiveness.

The Cockshutt Plow Company have always made a popular line of tillage implements; likewise the Frost & Wood Company have produced a very successful line of harvesting and haying tools. By bringing the products of both the Cockshutt and Frost & Wood factories together, it enables one selling staff to handle a full and complete line which should work to the advantage of both farmer and dealer.

Office and Warerooms, Cockshutt Plow Co., Winnipeg.

Both of these companies have made a chapter in Canada's manufacturing history. The original Cockshutt factory was erected at Brantford, in 1877, by James G. Cockshutt, and was operated by him until the company was incorporated in 1882. In 1896, the increasing demands upon the company forced them to enlarge their plant, when the original buildings were torn down and replaced with modern ones. This work was carried on during two or three seasons until 1898, when it was finally completed. The factory had a large capacity, but it was entirely inadequate and the company was again crowded out. It was this condition that led to the building of the new works, which together with their complete equipment, place them among the most modern implement factories in Canada. An illustration of the Cockshutt factory appears on this page, although large additions have been made since the photograph was taken. They have also recently acquired a considerable amount of adjoining property, so that their factory site now covers thirty-seven acres of land.

The Cockshutt Company for the past fifteen years, have been an important factor in Western Canada's implement business. They have been both aggressive and progressive, always keeping in touch with the needs of the Western farmer, doing their utmost to provide implements that would render him the greatest and most efficient service.



Factory, Cockshutt Plow Company, Brantford, Ontario.

An Interesting Chapter of Ca

The Frost & Wood Company, of Smiths Falls, is also old in point of years, being in fact longer established than the Cockshutt Company. In 1839, Mr. Ebenezer Frost started a small shop, in which he built a few plows. These were not the days when the proprietor of the shop merely directed his employees, but were the days when the employer was his own employee and did the lion's share of the work. Perseverance was an innate quality of the pioneers and perseverance and hard work have developed that small and rudely-equipped shop into the huge modern manufacturing establishment it is today, an illustration of which appears on these pages. About the year 1846, Ebenezer Frost formed a partnership with Alexander Wood, under the name of Frost & Wood. Shortly after this partnership was formed, the firm began branching out in a small way and made a line of plows, which was marketed in Smith's Falls and vicinity. About the year 1850, the firm found its business outgrowing its premises and built a substantial stone addition to the wooden buildings, which were destroyed by fire in 1854. New and larger buildings were soon constructed and the firm commenced the manufacture of threshing powers, tread and sweep mills, and in 1861 added a mowing machine to their line, which was sold under the name of "Buckeye". In 1863, Ebenezer Frost died and his two sons, Charles B. and Francis T. Frost formed a partnership with Mr. Alexander Wood, which continued until Mr. Wood retired in 1886. In 1899, in order to meet satisfactorily the increasing demands of their trade, it was decided to form a joint stock company with increased capital to push the sale of the company's productions both at home and abroad. The change proved a wise one, for since that time the business of the company has increased rapidly until today it is recognized as one of Canada's leading industrial concerns and the names "Frost & Wood" and "Smith's Falls" go hand-in-hand and are household words wherever agricultural implements are used in Canada.

In the spring of 1906, the company again suffered a disastrous fire, but as was the case in the fire of 1854, it simply served to pave the way for a larger and more complete factory for the production of farm implements, with the result that the company now have a large, well-equipped and up-to-date plant.

The new arrangement between the Cockshutt Company and the Frost & Wood Company, which has recently been consummated is due primarily to three men. Mr. Harry Cockshutt, Vice-President and General Manager of the Cockshutt Plow Company, Mr. J. E.

da's Farm Implement Industry

Ruby, General Manager of the Frost & Wood Company, and Mr. E. A. Mott, General Manager of the Western business of the Cockshutt Plow Company. It is a significant fact that these three men are all practically the same age and have been in the implement business about the same length of time.

Mr. Harry Cockshutt has always been an important factor in Canada's manufacturing industry. As one of the prime movers in the business of the Cockshutt Plow Company, he has left no stone unturned to back up the sales force with a superior line of implements. He has seen to it that every year was a step forward and as a manufacturer, the high esteem in which he is held by other Canadian manu-

Mr. E. A. Mott,
General Manager Western Business
Cockshutt Plow Co.

facturers is evidenced by the fact that they saw fit to place him in the presidential chair of the Canadian Manufacturers' Association, one of the highest honors that can come to any man in the manufacturing industry.

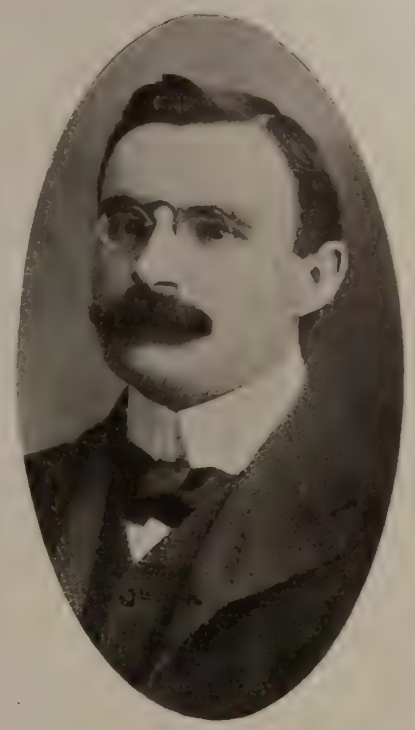
To the initiative and good business judgment of Mr. E. A. Mott is largely due the success in Western Canada of the Cockshutt Plow Company. Mr. Mott has been their Western manager for a number of years; as a matter of fact, he is a pioneer in the implement business of Western Canada, coming here when the Cockshutt Plow Company had practically no business in the Canadian West, and when he was the lock, stock and barrel of the whole Western organization. One traveller at that time carried the Cockshutt message to the farmers and dealers, while at the present time an exceptionally large travelling staff is engaged, all of whom are kept busy. Mr. Mott's motto has always been "Progress," with the result that the business of the Cockshutt Plow Company in Western Canada has always been progressive. Being thoroughly conversant with the needs of the Western farmer, he has seen to it that the farmer who bought a Cockshutt implement, got something that was suited to his needs. To him will be left the task of disposing of the combined output of the Cockshutt and the Frost & Wood factories in Western Canada, a task with which he is admirably able to cope.

Mr. J. E. Ruby has also been a most important factor in Western Canada's implement industry. As Western Manager of the Frost & Wood Company for a number of years, he made a host of warm friends in the West, and at the same time became thoroughly acquainted with Western conditions and Western needs. About a year ago Mr. Ruby went to the factory at Smiths Falls, and as general manager at that place, he will see to it that Frost & Wood implements are adapted in every way to meet the requirements of the Wes.

There is no getting away from the fact that the personal element plays just as important a part in the implement business as it does in any other branch of industry. That is why we have gone so much into detail regarding the three gentlemen mentioned above. We do it to show that these gentlemen are thoroughly conversant not only with farm implements as a whole, but with farm implements as they should be made to suit the requirements of the Western Canadian farmer. What is more, these three men are all comparatively young, with the result that a perpetuation of the two businesses concerned is assured. The factory at Smith's Falls, likewise the factory at Brantford, are both now busily engaged in the manufacture of their machines for the Western market and active preparation is being made to take care of the largely increased business that is bound to accrue from the amalgamation. Particular care and attention is being given to construction, and a number of valuable improvements are being added for next year, which will make the complete line a very strong one for the dealer, and at the same time be very much appreciated by the Western farmer.

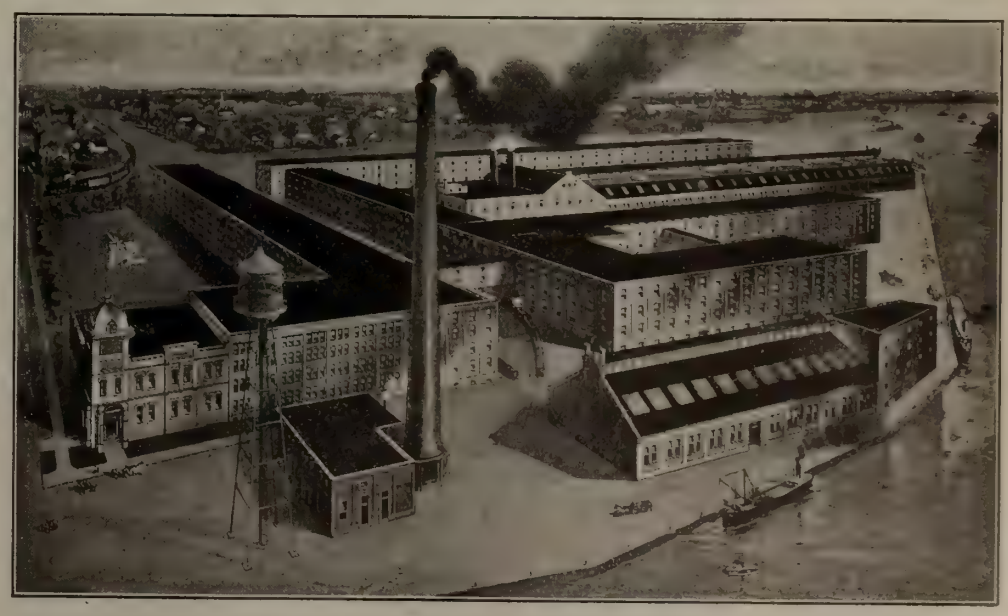
From a distributing point of view, the Cockshutt Plow Company is now in an admirable position. They have taken over the substantial and commodious warehouse of the Frost & Wood Co. at Winnipeg, which in itself is an exceptionally large and well-equipped building. This additional warehouse accommodation in connection with their own large warehouse, which adjoins it, will give the Cockshutt Company a frontage of 156 feet on Princess Street, occupying the entire block between Pacific and Alexander Avenues. The property also has a frontage of 200 feet on Pacific Avenue and the same frontage on Alexander Avenue. They will have thirteen floors, devoted entirely to showrooms, offices and storage. The various Frost & Wood warehouses throughout Western Canada will also be taken over and used in connection with those that the Company now have. It is also the intention of the Cockshutt Company to build a number of warehouses throughout Western Canada during the coming year, in order that they may be better able to take care of their increasing Western Canadian trade.

The spacious warehouses will now be found replete with the modern tillage and harvesting implements required by western farmers.



Mr. J. E. Ruby,
General Manager, Frost & Wood Co.,
Smiths Falls, Ontario.

Office and Warerooms, Frost & Wood Co., Winnipeg.



Factory, Frost & Wood Co., Smiths Falls, Ontario.

CANADIAN FARM IMPLEMENTS

OFFICIAL ORGAN OF THE INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF FARM IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING
WINNIPEG - - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year Single copies Five Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA.

DECEMBER, 1909.

Greetings, Brother, Greetings.

It is not without a feeling of gratification and pride that we place before you the December issue of Canadian Farm Implements. Several winters have come and gone since we first extended to our readers the Yuletide greeting. "A Merry Christmas"; a phrase so old that its origin has been lost in the dim vistas of the past. It has, however, none the less meaning for every man who utters it or receives from another a sincere wish for "A Merry Christmas". Like the quality of mercy, a Christmas greeting is twice blessed, "It blesseth him that gives and him that takes," and in extending our greetings to you we feel within our hearts the same warm glow of kindness and good-fellowship that wells in the heart of every man who takes in all sincerity our "Christmas Greeting."

This is our last chat with our readers in 1909 and ere the dawn of the coming year we hope to be well started on the preparation of the first issue of 1910. It is not for any man to blow his own trumpet, but in cases such as the present, no one else can do it to the same advantage. Our dealer friends are very loyal to us and we appreciate their loyalty; hundreds of dealers throughout the vast Canadian West owe allegiance to Canadian Farm Implements. To these we wish to say that the tenth year of the twentieth century will mark an epoch in the life of this paper. Good things are brewing in the editorial sanctum for the delectation of our readers; we promise to try harder than ever to increase the value to you, of your trade paper.

Regarding the change of our subscription price, we deem it necessary to advance the present price of fifty cents per year to one dollar in order that we may be better able to increase its usefulness and meet the expenses of a larger and better paper. Although it is the only paper in Western Canada catering solely to implement dealers and their interests, we do not believe that this fact will allow us to grow lax and let the tone of the paper deteriorate. That the paper is appreciated is evidenced by the size of the subscription list and the many letters of commendation which accompany ordinary correspondence as well as subscriptions and renewals. There is little if anything perfect, hence most everything can be improved. Accordingly we are trying to make Canadian Farm Implements as nearly perfect as possible, under the circumstances. To do this it is necessary to carry out our scheme of improvement, and knowing that a good thing is always worth paying a fair price for we have decided to put the price, like the tone of the paper, one notch higher, though until the end of the month, as announced elsewhere in this issue, we will accept subscriptions at the old rate so that our old subscribers may not be visited too suddenly with the change from the old order of things.

Revolution of Agriculture.

American agriculture has reached its present high position among the arts solely by the excellence of American farm machinery. Without the modern implements not one tenth of the crop now marketed could be either sown or reaped. It is safe to say that as great and revolutionary changes have been brought about by machinery in agriculture as in any other art or industry.

The extraordinary strides towards perfection made in the implements of the present day are bringing about a marked change in the personnel of the farmers themselves.

Without doubt our farmers are fully as much up-to-date as our business men and town residents who may still entertain the old plodding idea of the tiller of the soil. They are supplied with many of the comforts and luxuries of this machine age as well as the necessities of life. Instead of the old fossil that some picture him, the farmer is a shrewd business man who is creating wealth for the nation from the soil, and he knows that it is the machine and labor saving implement that has emancipated him.

The demand for more than ordinary mechanical skill and a high order of intelligence in the individual to be successful as a farmer comes more into evidence every day.

A few years ago agricultural colleges were far apart and were regarded more as play houses than necessary institutions. Today every progressive farmer considers it his duty in the education of his family to send his sons to the farm college. Nowhere else can they acquire the theoretical and practical knowledge essential in their business.

For the dealer, too, times are changing. He needs to be able to demonstrate the good points of his machinery when actually at work and he may be sure that he is watched by keen eyes as competent to detect faults as to understand excellencies.

This is true when dealing with well established and successful farmers. But in many cases he must instruct in the use and care of machinery. This is particularly true in the Canadian West. In our rapidly growing country many of the thousands annually going on to the land to make their living are ignorant of scientific farming and scientific machinery.

Secret Rebates Illegal.

The following measure recently passed by the House of Commons, at Ottawa, entitled "The Secret Commissions Act," needs no comment. Under the provisions of this Act it becomes unlawful in Canada for a salesman or agent to allow secret commissions, rebates, or considerations of any kind for the purpose of influencing or effecting sales of merchandise under a penalty, upon conviction, of two years' imprisonment or the imposition of a fine not to exceed $2,500, or both. It is not unlawful for a salesman or agent to sell an article below the manufacturer's price, but should he sell at the manufacturer's price, at the same time allowing a rebate or commission which does not appear in the record of sales, then the transaction becomes unlawful, and the salesman or agent liable to prosecution.

Cheap Land Will Soon be a Thing of the Past.

A recent article from the pen of Charles L. Seagraves, in "The Earth" draws attention to the steady rise in the value of agricultural lands generally throughout the U. S. He states, "We are surely passing out of the period of cheap lands suitable for general agriculture."

The same conditions are at work in Western Canada to raise land values as they exist in the U. S. We have been inclined to consider our supply of vacant farm lands as unlimited. Ten years hence we shall know differently. It is a healthy sign that rapidly as the villages are springing up in the West and many of them are growing into towns of importance, there is no unhealthy desire on the part of the rural population to become city dwellers.

As a matter of fact, life in the agricultural districts is much pleasanter than it used to be. In the past ten years the farmer has annexed to himself many city comforts. He has daily newspapers. He has telephonic communication with his neighbors and with trade centres. He has cheaper and better implements. Farm work is lightened by machinery. Farm houses are lit by gas and are provided with furnaces and baths.

There is no better investment than a good farm in the West. Its value grows while you sleep and it makes money for you in waking hours. It is something easy of attainment now. In a few years' time it will be a matter of considerable difficulty and many dollars to secure a desirable location, for year after year the demand for land will gradually exceed the diminishing supply, until at last it will be a matter entirely of demand.

Mr. R. Harmer.

We reproduce herewith a photograph of Mr. R. Harmer, who was recently elected President of the Sawyer & Massey Co. Mr. Harmer is one of Canada's oldest and best known implement men. He entered the implement business in 1879 as accountant for the Toronto Reaper & Mower Co., a firm which was later absorbed by the Massey Mfg. Co., a concern of which Mr. Harmer after a few years' connection assumed the management, and held until the amalgamation of the Massey-Harris Co. In the latter concern Mr. Harmer filled various offices until 1903, since which time he has devoted his entire time to the interests of the Sawyer & Massey Co., and his own extensive private interests.

Personals.

Mr. J. Windrum, of Drinkwater, Sask., has been succeeded by Mr. O. A. Borgen.

Mr. T. D. Robertson has sold his implement business at Maryfield, Sask., to Mr. G. A. Bissett.

Mr. Thos. Isbister, of Lanigan, has been succeeded by Mr. W. F. Howard.

Mr. Wm. Rylet has commenced in the implement business at Camrose, Alta.

Mr. W. Huyck, of Strome, Alta., has disposed of his implement business.

Shellmouth, Man., has a new implement dealer in the person of Mr. James Skeoch.

Mr. W. McGregor has started in the implement business at Tiny, Sask.

We understand that Messrs. Gray & Kennerdmann, of Craik, Sask., contemplate a dissolution of partnership.

The Waterloo Gasoline Engine Co., of Waterloo, Iowa, are building an addition to their premises which is to cost $15,000.

Mr. J. H. Fynn continues the implement business which was formerly known as Fynn & Brown, of Dana, Sask.

Miller & Davidson, implement dealers, of Strome, Alta., have dissolved partnership and Mr. Miller will continue with the business.

Mr. H. W. Hutchinson, manager of the John Deere Plow Co., Winnipeg, is at present on a trip to Eastern Canada.

It is reported that Mr. C. R. W. Smith, of Minnedosa, Man., has sold his business to Mr. J. H. Campbell.

Mr. J. A. Veitch, assistant manager of the E. N. Heney Co., Ltd., of Montreal, paid a visit to Winnipeg recently.

M. A. E. Wayte, of the travelling staff of the John Deere Plow Co., Winnipeg, has returned to work, after a serious illness.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., Winnipeg, is again at his desk, after being laid up for ten days.

Mr. B. Baker, Winnipeg manager for the M. Rumely Co., is at present at the head office and factory at La Porte, Ind.

Mr. W. A. Udell has opened an implement business at Carroll, Man.

Mr. J. M. Sinclair has commenced business as an implement dealer at Strathclair, Man.

Messrs. Martin & Kerr, who were in the implement business at Lanigan, Sask., have dissolved partnership and Mr. Kerr will continue.

The Massey-Harris Co. are building a large distributing warehouse at Neepawa, Man. The site of the new building is on the C. N. R.

Mr. E. S. Tecktonius, sales manager of the M. Rumely Co. of La Porte, Ind., recently spent a few days in Western Canada. His trip extended as far west as Regina.

Mr. R. S. Hansen, formerly of the Empire Cream Separator Co. staff, has joined the road staff of the Ontario Wind Engine & Pump Co., Ltd., of Winnipeg.

Mr. Ed. Cahill, manager of the Gray-Campbell Co., Winnipeg, has just returned from a Western trip, extending to the Coast. He reports business good.

Mr. H. H. Rogers, the Calgary representative of the P. & O. Co., spent a few days in Winnipeg during November. The West seems to agree with him.

Mr. E. J. Dobson, of Bladworth, Sask., who formerly traded in lumber and implements, has sold the lumber end of the business, and now deals exclusively in implements.

Mr. C. H. Stinson, western manager of the American-Abell E. & T. Co., has just returned from his trip through the West, taking in among other places Regina, Edmonton, Calgary and Lethbridge.

Mr. Joseph A. Thompson, formerly of the Goold, Shapley & Muir staff in Quebec, has joined the staff of the Ontario Wind Engine & Pump Co., Ltd., of Winnipeg.

Mr. P. W. L. Briar, manager of the Stewart-Nelson Co., Brandon, has returned home after spending a week at the factory of the Fuller & Johnson Mfg. Co., Madison, Wis.

Mr. John Muir, manager, and Mr. W. H. Whitaker, secretary, of the Goold, Shapley & Muir Co. of Brantford, Ont., have returned East after spending a few days in Winnipeg.

Mr. S. S. Bean, Winnipeg manager for the American Seeding Machine Co., made a trip to Saskatoon and Edmonton, the first of the month. While in the West he had a meeting of his travellers.

Bradstreet's, who formerly occupied premises in the Union Bank building, Winnipeg, have now moved to the Commercial Travellers' building at the corner of Bannatyne Ave. and King Street.

Mr. W. H. Lemon will cover Manitoba and a part of Saskatchewan for the E. N. Heney Co., Ltd. Mr. Lemon has for some months past been employed as floor-salesman in the Winnipeg showrooms of the above firm.

Mr. H. V. Bauslaugh, of the E. N. Heney Co., Winnipeg, who has been in the city for some time, recently left on his Pacific coast trip. He expects to put in the next three months calling on Saskatchewan, Alberta, and British Columbia dealers.

Mr. J. M. Reid, Winnipeg manager of the Ontario Wind Engine & Pump Co., spent a few days with Mr. C. H. Chapman at the Twin Cities, calling on the Chas. Stickney Co., and the Kinnard-Haines Co. The Ontario Wind Engine & Pump Co. are Canadian agents for the company.

Mr. W. R. Ferguson, implement dealer, of Rosetown, Sask., is looking for a bright young man to enter into partnership with him, having more business than he can handle alone; we understand he is prepared to offer a bright young man an exceptionally good opportunity to enter the business.

The annual report of the Winnipeg Industrial Exhibition came to hand last month. The exhibition was considered quite a success, from a financial point of view, as well as the favorable impression it has created of Western Canada and its resources imparted to the thousands of visitors.

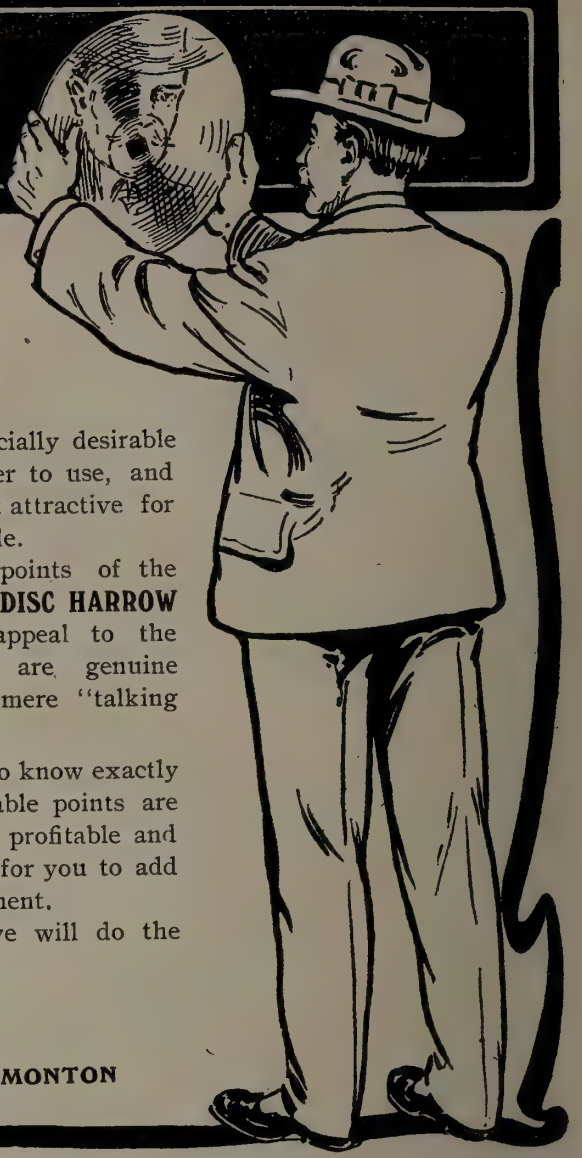
The annual report of the Brandon Winter Fair shows receipts amounting to $7,784.13, payments of $7,260.99, the balance being $523. This is very satisfactory from a financial point of view and the wide popularity of the fair showed the attention it was receiving from the outside world.

Mr. E. F. Hutchings, president of the Great West Saddlery Co., left Winnipeg during the latter end of November for a trip to the points in the West where his company have branches. The intinerary of his trip included Saskatoon, Battleford, Strathcona, Edmonton, Calgary, Medicine Hat, Moose Jaw and Regina.

Mr. C. W. Johnston, manager of the Noxon Co., Ingersoll, Ont., is at present making a tour in the interest of his firm, of the Western provinces, which will include the principal points in Manitoba, Saskatchewan, Alberta and British Columbia. Mr. Johnston reports the foreign and Eastern Canadian business of the Noxon Co. as being the best in the history of the firm.

Mr. S. H. Chapman, president and general manager of the Ontario Wind Engine & Pump Co., Ltd., of Toronto and Winnipeg, has been in the West for the past three weeks in the interests of his concern furthering the plans entertained for some time by the company to establish another branch in the West, which, after careful consideration, has been established at Calgary, the company having purchased central track property upon which they propose to erect a large warehouse at an early date. In the meantime the warehouse formerly occupied by the Frost & Wood Co., has been leased for temporary quarters. This branch will take care of Alberta and British Columbia territory under the managership of Mr. L. P. Winslow, formerly sales manager at the head office, Toronto, but who for the past two months has been in the Alberta field.

Look Into It

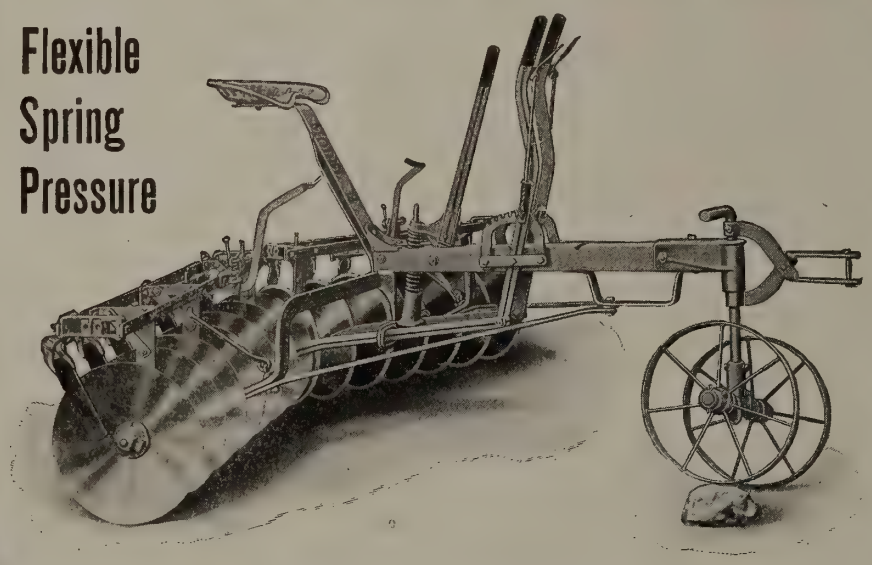


You can see yourself that the distinctive features appearing throughout the

Deere Model B Steel Frame Disc Harrow

with new combination tongue truck and fore-carriage

Flexible Spring Pressure



make this an especially desirable tool for the farmer to use, and therefore the most attractive for the dealer to handle.

The valuable points of the **DEERE MODEL B DISC HARROW** are points that appeal to the operator — they are genuine benefits and not mere "talking points."

We want you to know exactly what these desirable points are and why this is a profitable and quick-selling tool for you to add to your establishment.

A line to us—we will do the rest

JOHN DEERE PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

SEVENTEEN CLAIMS

Allowed by the Department of Patents, at Washington, D. C., in connection with our original application for patent.

These seventeen broad basic claims, cover the entire structure of the Kramer Standard Model Rotary Harrow Attachment for Plows. Any attachment similar in appearance to the Kramer Line, will be an infringement of these claims, upon the issuing of our patent.

Dealers Get in Line

Take no chances on mere Imitations of the REAL ARTICLE.

Be sure that you get the Original Kramer Attachment. Don't be deceived by any imitation—evade a roller, or a mere surface packer, and get the First, and Only Genuine Soil Pulverizer to use in connection with plows.

The Kramer line of attachments are superior to all others in design ; in work; in construction, and in length of service.

The Kramer Way. Harrow-While-You-Plow, is gaining favor everywhere. It is the Correct way, and the only one being imitated. Nearly 100,000 attachments sold. and sales doubling every season. No other implement is such a trade getter for the dealer. No other attachment pleases the farmer so well.

Five models to select from. Special brackets for Disc and Shag Plows. Most extensively advertised in farm papers. More Kramer attachments sold in one month, than all imitators sell in a whole year. Largest and best rated company. Represented by the best line of jobbers in the United States.

Waste no time in placing your order for the coming season, and reap your legitimate share of the profits.

The Kramer Company,
Paxton, Ill.

CANADIAN JOBBERS FOR MANITOBA, SASKATCHEWAN. AND ALBERTA.

JOHN DEERE PLOW CO., LTD.

Winnipeg

REGINA SASKATOON CALGARY EDMONTON

IT WILL SOON BE HERE

In the near future we will be able to make an announcement of **extraordinary importance** to dealers in farm wagons.

The interest with which such announcements are always received by the trade speaks volumes for the influence we command as wagon manufacturers.

It must be recognized that only the very best of service that can be given by any manufacturers of their product could have secured for us such an excellent reputation.

Our wagon is recognized as one of the leaders among farm wagons for excellence of material and workmanship.

We claim, and we defy contradiction of the assertion, that we are absolutely **the** foremost wagon manufacturers in the matter of bringing out from time to time **important improvements.**

Our New Wagon, the construction of which will be very little short of revolutionary in its character, will be described in detail in the near future. It will make the agency for the Moline Wagon a very valuable acquisition and one that will be very much in demand by all dealers.

. . Watch for the Announcement . .

MOLINE WAGON COMPANY

MOLINE, ILL.

VAN BRUNT DRILLS

Made in **12, 14, 16, 17, 18, 20, 22,** and **24** single, Double Disc, and Shoe, Interchangeable.

THE parts that go to make up a **Perfect Equipped** and **Well-Balanced Drill,** you will find on the **Van Brunt. Axle** continuous (no stub axle to cheapen it), runs the entire length of the machine. Beware of drills with steel axles and with pitch and gather in wheels. Pitch and gather on wagon wheels is all right as they are on a thimble skein. The axle on a drill is one size, therefore axles must be set so wheels will run on a plumb spoke, otherwise the gather in wheel tends toward heavy draft and to the wearing out of axle bearings **Frame** is built of heavy angle Steel and is thoroughly braced, the **Corners** are **Solid** and reinforced to prevent the slightest springing or rocking. Wheels with long hubs "chilled" set well under end of frame and are dust proof. 3-inch tire on 12, 14, 16 and 17 and 4-inch tire on 18, 20, 22 and 24 sizes.

Gear Drive (not chain), no lost motion, never wear out or bother. Both wheels are drive wheels. **Tilting Levers.** The operator can change the angle of Disc or Shoe while machine is in motion. The Tilting Lever is as great a necessity to a **Grain Drill** as a Tilting Lever is to a mower; An exclusive feature of the Van Brunt Drill.

Cannot Clog That is entirely true of Van Brunt Single Disc Drills. In any kind of soil where a team can travel, the Van Brunt will follow and do a first class job of seeding. Gumbo, mud, or trash have no terrors. The Single Disc Drill became a successful machine when the Van Brunt Patent Disc Furrow Opener and closed Grain Boot were introduced. Do not be deceived by the statement of competitors that theirs is "just as good." An imitation is never as good as the genuine and original success.

WRITE FOR CATALOGUE.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **SASKATOON** **CALGARY** **EDMONTON**

IF YOU WANT THE HAY PRESS TRADE

Look at the Advantages possessed by this Dain Pull Power Press

No pitman for the team to step over or be crippled by.

Compound leverage power makes light draught.

Large feed opening and big hopper making it easy to feed and big capacity.

Automatic Rocker tucker folds every overfeed, makes nice, smooth, square ended bales, the kind that pack close in cars and bring highest price on the market.

Bales can be tied from one side of the press, no getting down on knees or climbing over or running around machine to wire the bales.

Bales delivered in front out of dirt and chaff instead of in opposite direction like the pitman push power press does.

Can be coupled close together (telescoped) for moving.

Being built on the Pull Power Plan it can be set at the middle of a stack. One less man is required on the stack to pitch the hay to this Press than to the push power Press, which must be set at the corner of the stack.

No heavy pitman to rebound or jerk the tongue—this press will not give your horses sore necks.

It is all steel and iron, simple and durable.

Full circle, two strokes to each round of the te am

The smoothest running, lightest draft, fastest baling Hay Press made. No toggle joints or other complicated contrivances to quickly wear out, break or waste power.

When you handle a Hay Press you want a durable, dependable Press that has labor saving, money making features, in the DAIN Pull Power Press you get all these features, you get the latest, up-to-date best Press made.

THE DAIN AT WORK

NEW-DEAL WAGON

NEW-DEAL WAGON

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

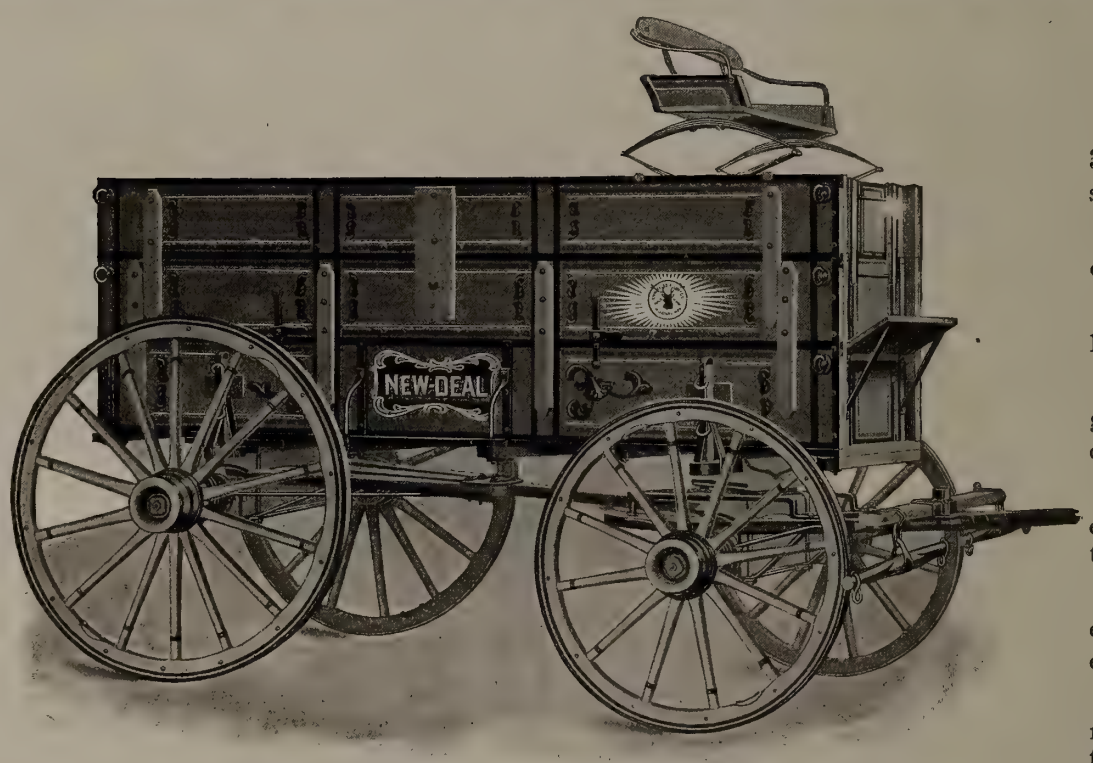
Skeins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed.)

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



A WAGON YOU CAN SELL AT A PROFIT

NEW-DEAL WAGON

Spring Seat, with 3-leaf springs, (not single leaf.)

Steel-bolster plates on side of box.

Neckyoke 48 in. long, (not 42 in).

Has trussed tongue, cannot break or warp.

Has channel ironed reach, really indestructible.

Is extra well painted, striped and finished.

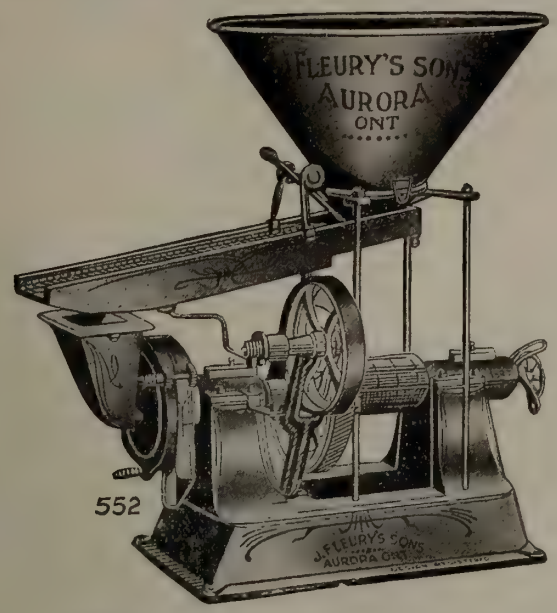
Possesses a great many distinctive features of merit.

JOHN DEERE PLOW CO. LTD.

Winnipeg

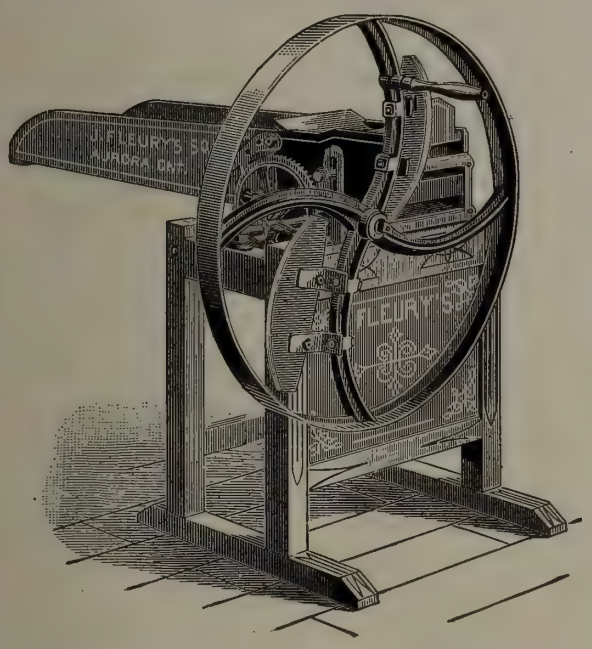
REGINA SASKATOON CALGARY EDMONTON

ATTENTION



Fleury's Grinder

Our Grinder line consists of the famous RAPID EASY and GOOD LUCK GRINDERS.



Fleury's Straw Cutter

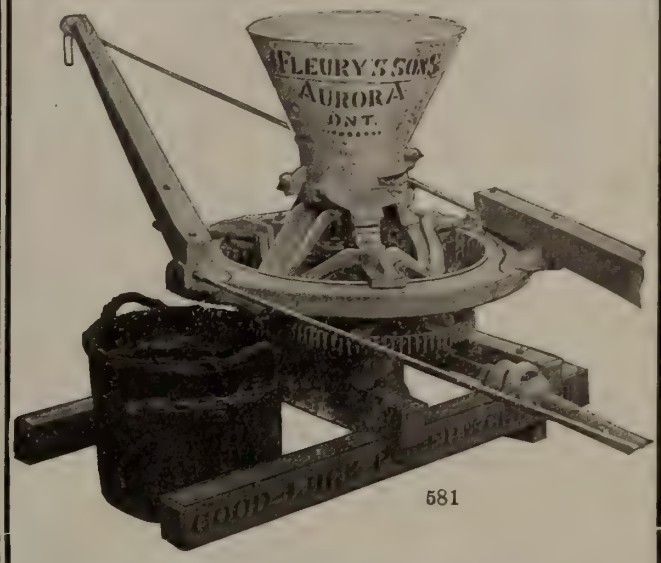
Seven different styles and sizes for hand, belt and horse power, with and without carrier or blower.

THE

FLEURY

Grinders
Straw Cutters
Wood Saws
and
Horse Powers
are
High Grade
in
Every Respect

Write for Catalogue "Better Farming" Giving Full Explanations



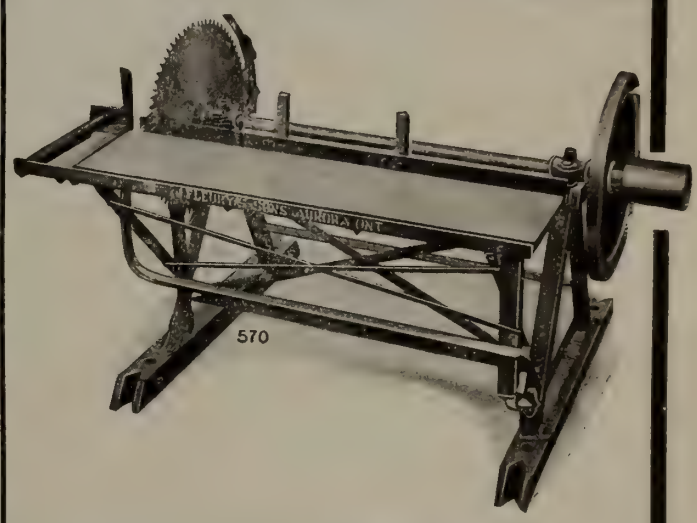
Good Luck Power and Grinder

SPECIALLY ADAPTED TO FARMERS' WORK.

Construction and Finish **Perfect**.

Thousands in use and giving highest satisfaction.

The Best is **Cheapest** ; an **Inferior** Machine is **Dear at any price. You** want only the best.



Circular Saw Machine No. 3

Length between saw and fly-wheel 4 feet 4½ inches. Size of pulley, which has fully turned face, 5 inch diameter by 7 inch face. Saw of any diameter from 22 to 30 inches can be supplied.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA **SASKATOON** **CALGARY** **EDMONTON**

Calgary.

Mr. W. L. Wanamaker, Massey-Harris agent at Claresholm, underwent a serious operation at Lethbridge, and we are pleased to know he is recovering very satisfactorily.

Mr. O. W. Hembling, the well-known implement dealer of Didsbury, was in the city a few days the latter part of November. We understand Mr. Hembling, who was one of the councillors this year, is running for mayor for 1910. He is being opposed by Mr. H. Atkins, another implement dealer, so that it almost looks as if the price of machinery will have to be raised in Didsbury to keep up such luxuries.

The last regular meeting for the year of the Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary on Saturday, Dec. 4th at the Dominion Hotel.

Mr. Jas. Henning, inspector of agencies for Alberta for Massey-Harris Co., is at the present time on his annual trip over the Kootenay district.

Mr. J. A. Brookbank, general agent at Calgary for International Harvester Co., was a passenger to Edmonton several times the past month, during the illness of Mr. McCallum, general agent for the same house at Edmonton. Mr. McCallum is again able to look after his duties as well as ever.

Mr. W. S. Hamilton, blockman at Edmonton for Massey-Harris Co., passed through on a holiday trip to Michigan, where he will spend the month. Mr. R. H. Andrews, representing the same company at Bawlf, was in the city a short time while on the way to his old home in Eastern Ontario. He will also return about the new year. Mr. H. B. Huestis, another of the firm's collectors and salesman on Lethbridge block, has left for a holiday visit to his home in P. E. I.

Mr. E. M. McCammon, manager of Alberta branch of J. I. Case Company made a trip to Great Falls, Mont., where he had a conference with Mr. Jas. Witmer, western sales manager, who was on a trip opening up a couple of branches in the western states. Mr. Witmer is well-known to the Alberta dealers, having been manager here before leaving to take charge of the Winnipeg branch, from where he was promoted to the head office.

Mr. W. M. Jamieson, who recently branched into the wholesale business—jobbing wagons and carriages, reports a very encouraging start in his business. Mr. D. McKillop has been doing most of the road end of the work, but Mr. Jamieson himself has found it necessary to do some road work as well, and has been out getting acquainted with the dealers.

Mr. J. A. Latimer, manager for Cockshutt Plow Co. in Alberta, has been doing considerable travelling over the territory recently. His trips have included Edmonton, Stettler, and the Wetaskiwin branch with intervening points. Mr. Latimer is greatly pleased with the prospects for the Cockshutt-Frost & Wood line; and has the greater part of his 1910 organization completed.

Mr. A. W. Trickey, office manager of Massey-Harris Co., made a business trip over the C. N. R. east of Edmonton and as far as Vegreville. Mr. McLean, who is manager of collections here for the Massey-Harris Co., was also away from the office for a few days; being up to Edmonton in connection with business in his department.

Mr. S. H. Roe, manager of Tudhope-Anderson Co. in Alberta, has been out over his territory considerably of late, completing his organization for another year. He is no doubt the same as some of the rest of us and finds it necessary to do a little work in the collection line occasionally.

Mr. H. H. Drake will succeed McKenzie Bros. as Massey-Harris agent at Didsbury for next year. Mr. Drake has for some time been travelling for the M. H. people, as expert and stock-taker. Mr. A. J. McKenzie, we understand, will travel for school supplies in the Province of Saskatchewan.

From what we can gather from information and observation, the wise dealer this year is the one who gets his orders in the factory early and gets his goods under way. The general condition with all the factories seems to be that they are not loaded up with raw material and steel as much as at the same period in former years, and we believe there is likely to be more difficulty in getting the material—particularly steel—as promptly as usual owing to the greatly increased demand. As suggested, we believe very few of the factories have any large surplus on hand to commence with, so that the man who gets his orders in, and his goods out early, is the one who will be in the best position when the business opens up.

The new addition to the offices and show rooms of Massey-Harris Co. are practically completed, and the collection department moved into their new quarters on December 1st. This has relieved the congestion in the general offices, and has made it much more satisfactory for all departments.

Mr. W. G. Hunt, general manager of Massey-Harris Co. for Alberta, was on a business visit to the Capital the latter part of November. Mr. Hunt is well pleased with the results of this season's business in this province.

Mr. W. E. Hall, general agent for Frost & Wood Co., spent a week on business in Edmonton in November. He also made a trip over the Lacombe branch to Stettler.

Work is progressing rapidly on the International Harvester Co's new building, and the walls are up past the third story. It will be some time after New Year before the building is occupied. It is going to be a splendid building, and shows up exceedingly well even now. It is doubtful if there will be any finer implement building in Western Canada, when it is completed. The first story is faced with sandstone and the remaining three stories of pressed red brick with stone trimmings. As stated in a former issue, it will be four stories and a basement, 125 feet frontage and 110 feet deep.

The addition to the John Deere building is also progressing steadily. We have learned that the John Deere Plow Co. have purchased the building they occupy together with an additional 50 feet frontage on the corner next them, at a figure around $60,000.00. This will give them a splendid location and when they extend their present building to the corner, which we understand they intend to do, it will be another of the great implement warehouses of which Western Canada in general and Calgary in particular, can be proud. It is, we believe, the intention of the company to handle their Calgary retail business in their own building in the future.

And still they come! The Ontario Wind Engine and Pump Co. have decided to open up a branch in Calgary, and will build a fine new warehouse on Eleventh Ave., East in the spring. Mr. S. H. Chapman, president and manager from Toronto, was in the city completing arrangements, assisted by Mr. L. P. Winslow, who is the manager of this branch. We understand that the property for a warehouse has been purchased, and a four-story warehouse is to be erected next year. In the meantime they have secured the building at present occupied by the Frost & Wood Co. on Ninth Ave., which will be vacant Jan. 1st, and Mr. Winslow will start in at once to organize the staff and business. He already has his family here.

All this mention of building brings to mind the fact that Calgary is not standing still even in the winter, and has a building record hard to beat. For the month of October the building permits issued in Calgary amounted to $407,000.00 while for November, when you would expect nothing doing, they amounted to $211,000.00, which it must be acknowledged is "going some". We might just mention, too, that the street car system owned by the city is also "doing things". The receipts for November amounted to over $12,000.00, which paid all expenses, interest, depreciation, sinking fund, and left a balance on the right side.

One of the new buildings just completed which is of interest particularly to the agricultural community, is the new Globe Elevator Co's concrete elevator with a capacity of 265,000 bushels which was opened for business Dec. 1st. It is the intention of these people to increase their capacity by a similar amount yearly until the total capacity will be 1,000,000 bushels in four years.

The Frost & Wood Co. have already commenced to move their stock to the Cockshutt Plow Co's building from where the business will be carried on in future. The additional stories for the Cockshutt building have not yet been commenced, but tenders are in for proposed alterations to the building.

Here it is once more around near Christmas, and 1909 will in a few days be history. It is difficult for most of us in the busy West to realize that another year has almost gone and that we will have to think and plan and act for 1910.

What have we to show for the year just about gone?

To commence with, at this time last year prospects for "1909" were decidedly good, and there has

[*Continued on Page 34.*]

See Bell & Son Co. Ltd. Ad. on page 38, this issue.

P & O

MOGUL ENGINE GANG PLOW

5. 6, 8, 10 AND 12 FURROW

Send For Our Pamphlet "Traction Engine Plowing"

Send For Our Pamphlet "Traction Engine Plowing"

Another P. & O. Sensation! The Latest and Best!

In putting the P. & O. Mogul on the market, the Parlin & Orendorff Co. is in a position to offer the trade a plow that is not only the latest and best, but in addition to this we do what we always do when we introduce a new implement, and that is to offer some new and exclusive features.

The Mogul, besides incorporating in its construction everything that is necessary to fulfill the demands of an engine gang plow, offers the following:

A full sized level platform, with no openings to trip or injure the operator.

The levers can be bunched in the centre of the platform, saving over half the walking back and forth when raising or lowering the bottoms.

Self-castoring gauge wheels.

Self-castoring rolling coulters, which do not interfere with the gauge wheels.

A plow that turns easier than any other similar plow.

It will turn in a smaller radius than the engine.

Taken in its entirety, with its simple design, its great strength, its hair-line adjustments and backed by our reputation of being the pioneer manufacturers of engine gang plows, we have full confidence in the future of the Mogul, a future which will give it a worthy place with the other P. & O. leaders.

And last—every one of them is backed by an unqualified guarantee.

PARLIN & ORENDORFF CO., CANTON, ILLINOIS

INTERNATIONAL HARVESTER COMPANY OF AMERICA, Sales Agents for Canada.

Calgary.

[*Continued from Page* 32]

scarcely been a period since then that those prospects have not improved. During the winter and early spring an immense immigration to this province took place, the bulk of the settlers coming from the United States and Eastern Canada. Indeed in such numbers did they come that the almost unlimited quantities of homesteads began to disappear, and it is freely predicted that one more such year will see the last of the homesteads, with the possible exception of the Peace River country—which as yet has very limited transportation facilities. The spring opened up favorably, although the cold snaps in April had serious effects on the great fall wheat sections of Southern Alberta. However, the harm was realized soon enough to re-sow with spring grain the greater proportion of the damaged section, and from that period until now the weather throughout the entire province was ideal for grain-growing and harvesting. In fact it can not be disputed that outside of a few isolated districts which suffered from hail, this year has seen the largest, most successful and uniformly good harvest ever experienced in this province. Harvest conditions were ideal, threshing conditions excellent, and a great deal of fall work has been done. The grain has graded well, and prices are good, so that right now, prospects for the coming year could scarcely be improved upon. Immense tracts of new land have been broken, and a very largely increased acreage is assured for another year. A very great increase of fall wheat was sown in Central and Southern Alberta and up to the time that it froze up, was doing well.

It requires no stretch of imagination to know what effect all this has had on the implement trade. There is not a manufacturing or jobbing concern in the business that has not enormously increased its output this year, many doubling and trebling the business of former years. Every one of these firms anticipate as great an increase another year; and they will not be disappointed. Why? Look at the great tracts already spoken of which have been broken for crop. Look at the great new sections which will be opened up by new railroads in the spring, particulars of which can be seen almost any day in the daily newspapers. Look at the great flow of immigration already commenced, and thoroughly assured. These and a number of other reasons go to show the force of all that has been said; and prove that the statements have not been made from mere optimism.

One of the very favorable features of the business through the spring and summer months was the volume of cash sales. This kept up throughout the season and is always considered one of the healthy business signs. On the other hand a new feature has developed since collection season commenced and that is the experiment being urged by the farmers' societies and grain growers' associations that farmers hold their grain for higher prices in the spring. Great numbers are falling in with the idea, and for their sake we hope they make money by holding. However, there is one thing lost sight of by many farmers who are holding grain and at the same time have past due obligations which have to stand until they sell, and that is the fact that they are doing this speculation on someone else's money. Where the farmer has no past due accounts it is quite in order for him to hold and make the most he can out of his crop, but it is manifestly unfair for the man who does owe, to ask the dealer, or storekeeper, or jobber to wait till he sees if he can not make a little more out of his grain. This particularly applies this year when grain is a good price right now.

As the result of this holding of grain, collections, while considered "good", are not what they should be, in face of the good season and harvest. As a result the collection season this year will drag out longer than usual, probably until spring.

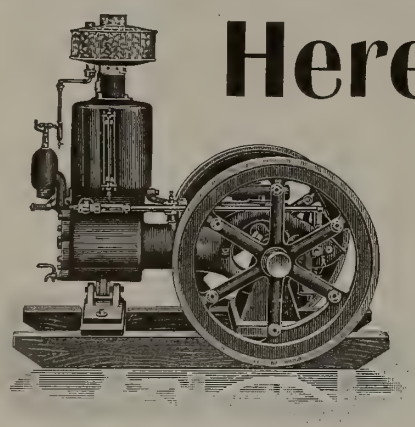
Just in this connection when it is a well-known fact that this season's crop is very much larger than last year, the following report of the Dominion Grain Inspector for Alberta, Mr. George Hill, will be of interest.

Mr. Hill says the oat crop is proving very heavy and the wheat crop is also large. There was a tendency during the last few days of the month for the shipments to increase. The number of cars inspected during this period by Mr. Hill was 30 and 35 a day, while in the rest of the month the number averaged only about 17. Following are the reports of the grain inspector for November and October, 1909, and November, 1908:

November 1909.—Spring wheat, 237 cars; winter wheat, 38 cars; oats, 201 cars; barley, 25 cars; rye, 3 cars; flax, 7 cars; total, 511 cars.

November, 1908.—Spring wheat, 294 cars; winter wheat, 131 cars; oats, 313 cars; barley, 36 cars; flax, two cars; rye, three cars; total, 778 cars.

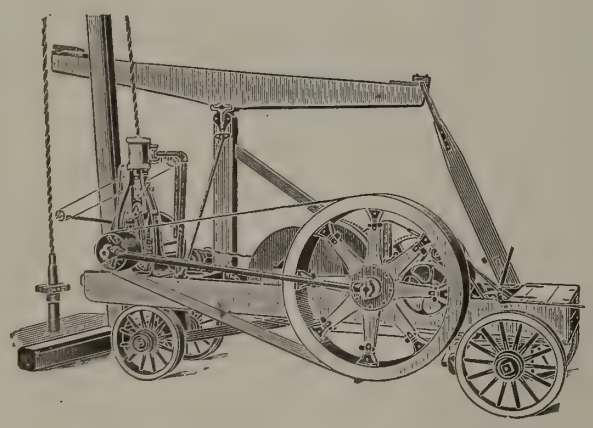
October, 1909. — Spring wheat, 219 cars; winter wheat, 76 cars; oats, 118 cars; barley, 26 cars; flax, two cars; rye, two cars; total, 444 cars.



Here Are Our Lines

of UP-TO-DATE GOODS for WIDE AWAKE DEALERS

to increase your Profits and Please your customers, GET OUR CONTRACT FOR 1910.



Canadian Airmotors.
Stickney Gasoline Engines, Stationary and Portable.
Kinnard-Haines "Flour City" Traction Gasoline Engines.
Armstrong-Quam-Dempster, and Howell Well Drilling and Boring Machinery.
Town Water Tanks, Towers and Fire Engines.
Aylmer Standard Scales and Pumps.
Toronto Pumps in Iron and Wood, Single and Double Acting.
Toronto New Style Grain Grinders and Saws.
Well Casing-Pipe-Belting.
Horse Powers-Thread Powers-Feed Cutters.

Ontario Wind Engine and Pump Co., Ltd.

WINNIPEG REGINA CALGARY

Guarantees.

The "Made in Canada" movement is growing. Canadian manufacturers are showing the world that the goods they manufacture are reliable and trustworthy in every way. There is little demand for shoddy goods in this country. Almost every man who purchases goods to any extent asks for the maker's guarantee. This is especially so when farm implements and farm machinery are the goods in question. The Canadian farmer realized long ago that to do good work he must have good tools. That is why implement dealers are asked so often to guarantee the goods they sell. Dealers know that, and so they take care to stock goods which carry the maker's guarantee, which guarantee they pass on to the farmer. It is well for the dealer to handle lines in which he can place implicit faith as to their reliability, but it is also well to remember just how much the guarantee given by the maker covers, and how much you guarantee the same goods to your customer.

Some dealers have become very careless in the matter of guarantees. All reliable goods will bear a guarantee, but the dealer should be careful not to make the guarantee too broad, or cover too many points. It is well to know that you have a good line, and a line that you are willing to back with a good guarantee, but be careful you don't make your pledge of quality too broad. Most manufacturers will guarantee their goods to perform certain things under certain conditions, and the dealer should always bear the manufacturer's claims in mind, and never go beyond them. Each manufacturer pledges his goods to do certain things which he is absolutely certain they will do. The particular machine or implement mentioned in the guarantee may accomplish more in actual test, but the manufacturer makes his guarantee so that it will cover all goods of the same grade and line. He knows just what his products will accomplish, and the dealer who guarantees more than the manufacturer is making a mistake. The dealer may have sold similar goods which may have made good records, and these may tempt him to claim the same record of service for every other article of the same kind. Though each manufacturer tries to make all his products of uniform strength and reliability yet it is impossible to keep them exactly to the same standard. Some will contain better materials, while others will have better workmanship. He knows, however, what the usual finished article will do and he makes that his standard, knowing that if other articles which are made afterwards do not accomplish the same things then there is a defect in the material or in the workmanship. As this is due to his employees he is willing to make this damage good. He does not, however, guarantee that all his products shall be up to the standard of the one which contained exceptional material or unusually good workmanship. It would be foolish for him to do so. Every dealer will admit this, yet there are many dealers doing the same thing themselves every day. They guarantee the average article to be as good as the best. If you sell a wagon to John Jones, you guarantee it to possess certain good qualities, and to perform certain work. The guarantee you give him is the one you get from the manufacturer. Now suppose that wagon not only makes good your guarantee but goes one better, it proves to be a better wagon than either you or John Jones thought. Do you think that you are justified in guaranteeing the same thing for every other wagon of the same make and grade you sell? Yet this is often being done. We have known cases where the wagon, not coming up to the dealer's excessive guarantee has been returned or the owner has made a claim for a part to replace the old one which was not so good as the guarantee led him to believe. The dealer returned the damaged part to the manufacturer with a request for a new one. Then it is that the manufacturer has to suffer for his agent's lack of foresight, or else the dealer must stand the loss.

If he refuses to replace the part, pointing out that it was not guaranteed for such work as caused the breakage, he may lose a good agent; and on the other hand, if he replaces it, a dead loss to him is the result.

So we would caution dealers to think well over the guarantee they give to their customers. If a wagon of a certain make and grade does exceptionally good service, by all means point it out to your cus-

Want a Steel Frame Land Packer or Pulverizer next spring? Write B. Bell & Son Co., Ltd., Winnipeg.

HORSE BLANKETS FOR 1910

Our travellers are now on the road with an exceptionally large range of samples. A postal card will bring samples to you.

HARNESS

Team, Express, Carriage and Single Driving. The largest variety of styles and latest designs, to be had anywhere.

CARRIAGES

Our lines for next season are most complete and designs the latest.

E. N. HENEY CO., LTD.

WINNIPEG, CAN. MONTREAL, P. Q.

tomer, but don't go any further than that. Stick to the manufacturer's guarantee and you can't go wrong. Rest assured that if every article would perform more than the present guarantee, he would soon bring his guarantee to a higher standard. As he has placed it at its present level, however, it is well for you to stand by it, both for his and your own sake.

A Few Experiences Fixing Gasoline Engine Troubles.

"As my business is to find the troubles in gas and gasoline engines, and to remedy same, I will enumerate a few of my experiences, as they may prove interesting," says a gasoline engine expert.

"One evening I had a call from a man who lived about 150 miles away. He was very much excited and wanted me to come at once, but as no train left until next morning, I did not arrive until the next day at noon. When I arrived I found two men, one scared and the other mad. The former had sold the latter a small engine of fairly good make, and it was intended to run a small vertical centrifugal pump. The man who bought the engine had threatened to throw the engine out because the pump would not throw any water. I tried the engine and found it O.K., and I told him to put on the belt and we would try the pump. He put on the belt and I asked him if he had not put it on with the wrong twist. He informed me that he had run that pump for three years with another engine and he knew what he was doing. I said nothing, but slipped the belt, gave it the other twist, and then started the engine, when there was water flying everywhere.

"Another call was as follows: 'Come at once; extra pay; mill shut down; men idle.' Upon my arrival all hands gathered to see what kind of a dose the doctor was going to give the brute. Some suggested dynamite and others paregoric. I immediately began at the spark plug, but they all said that was all right, as they had had it out a dozen times. I found a very weak spark, however, and pronounced it a case of weak battery, but the man in charge declared that it had recently been renewed and used only one month. I examined the battery and found the second cell completely used up. No doubt the zinc and copper oxide had been in contact, shortening the cell and thus destroyed it. Upon cutting this one out, the engine started O.K.

"Another long-distance call was: 'Cannot start engine; come at once.' Arriving there in the evening, I found they had been using two sets of dry batteries, six in each set. The old one had worn out and they had put in new ones. They had the new ones wired properly, but had connected one negative pole and one positive pole to the ground wire, and had connected both positive poles to the two switches and bridged across the two negative poles, thus short-circuiting the batteries. They declared the others were connected the same way, but all the positive proof was of no avail.

"Upon arriving home late one evening, a message was awaiting me to come to a neighboring station early next morning. Upon investigation I found an engineer who knew it all and who needed no advice. As long as the engine did not fail to start he was all right, and when the batteries wore out he knew all about the Edison cells. He dumped out the caustic solution and filled the jars with sal-ammoniac solution, but failed to get a spark. I renewed the batteries properly by getting new copper oxides, zincs and caustic.

"Another man was using cheap cylinder oil and I advise using only the best, even though it costs twice the price. This same man called on me a few weeks later to find out what was wrong with his engine, and when I examined it I found the exhaust muffler and piston rings completely gummed up.

"Another engineer could not keep his crank pin brasses from peeling and sticking, and I at once told him that at some time the box had been heated very hot and suddenly cooled with water. He acknowledged that he had turned the hose on it one day when it was almost red-hot. He thus destroyed the temper and his trouble followed.

"In many cases the owners of engines think that the trouble man puts in more time than necessary on repair work, and perhaps some do, but what is worth doing should be done well.

In sending for the trouble man, treat him with civility, as he will give you much valuable information. If he is slow but careful, don't get nervous, as you will get a good job; but beware of the cyclone man. He will invariably spoil more material and do poorer work and will cost you more in the end."

No Room for the Drinking Man.

There is no longer any room for the drinker, however able he may be. The great railway corporations have effected a complete change in the discipline of their employees in this regard. Railway service requires minds keenly alert and watchful, and its demands are too exacting for those who are muddled by alcohol or wearied by past indulgence.

The rules have been gradually growing more and more strict until now the men composing train crews on some of the leading systems must be total abstainers both on and off duty. The change prompted by the economic needs of the service has been found to lie in the direction of moral reform. The United States Steel Corporation has lately made a move in the same direction. At Pittsburg it has taken the form of restrictions on the men with regard to leaving the works during noon hour, but it is fully and clearly recognized as a restraint on the drinking habit. Whatever may be the motive of the great steel corporation, the result is in the line of social improvement, and promises ultimate benefits to the employees.

Not many years ago the average commercial traveller was a hard drinker. It was considered a virtue in his case by many of his customers and not looked upon as a detriment by his house. Today the travelling salesman has to be a gentleman. People do not want to do business with a boozer.

There are many influences combining to produce the change shown in the temperance rules adopted by employing corporations. The continuous agitation of temperance workers has created a strong sentiment against alcoholic indulgence. In all classes of society there is less toleration for such weaknesses and more appreciation of self-restraint. The laws of health and the certain penalties for violation are better understood. There are also economic changes which weed out the weak and the incompetent more thoroughly. There are more men eagerly crowding for every opening.

We do not hear of the good engineer with the unfortunate habit of drinking, because there is a surplus of equally good engineers without such weaknesses. The occasional drinker, who at one time would have been reinstated again and again because of his ability, is now relegated to the permanently unemployed and unfit. Employers can afford to dispense with such men entirely.

The railway corporations, machine shops and other employing concerns are now in a position to weed out the undesirable. It is well that the pressure is wisely applied and that the result will be moral as well as material benefit. (Toronto Globe.)

Winter Sales of Feed Machinery.

Selling talk, the implement dealer's best aid, is much in demand just now. Trade at this season is not so vigorous as it was in the spring and the dealer's powers of speech are called into play to a greater extent than before in order to make a sale.

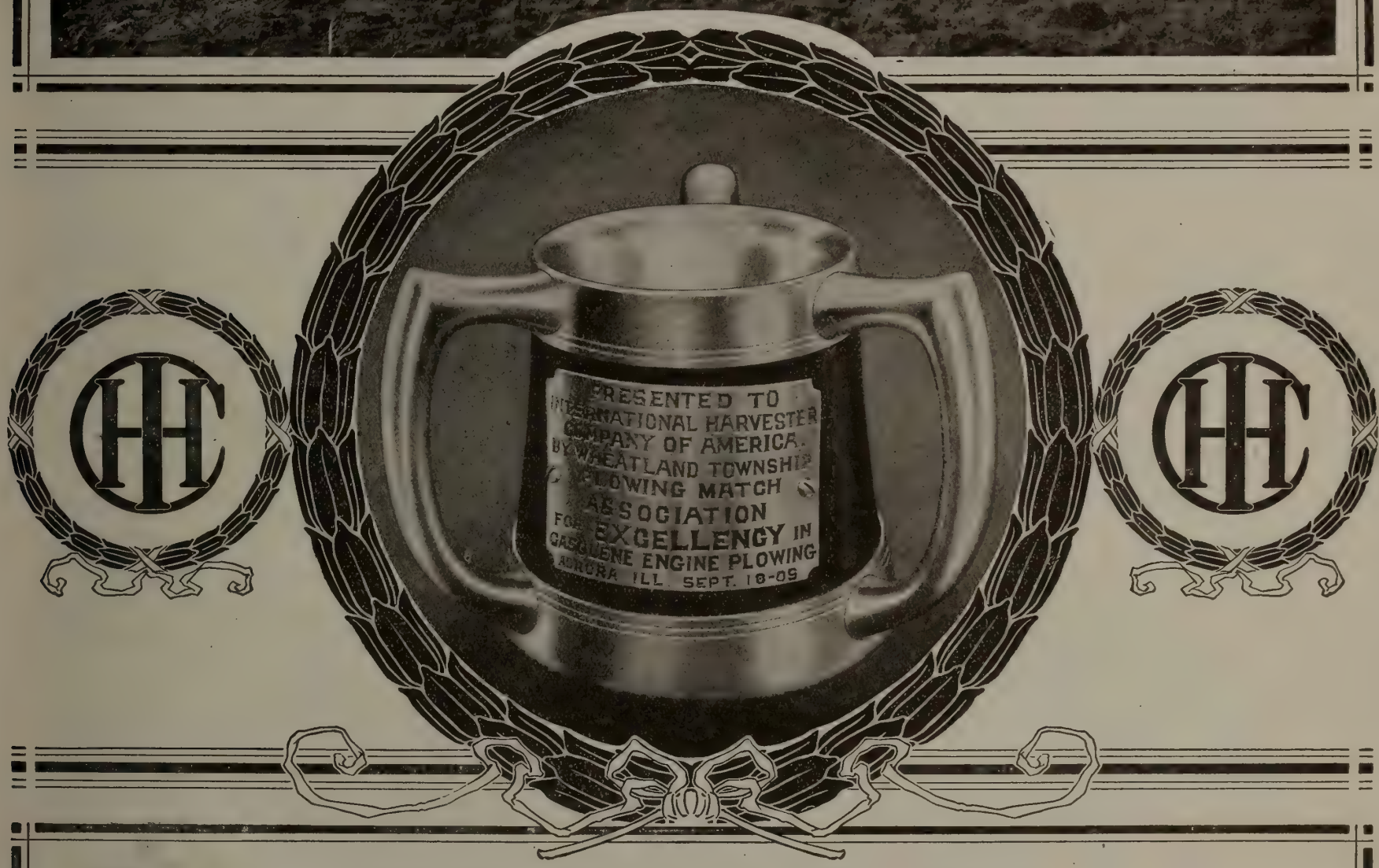
Every dealer knows that his selling talk must be adapted to the season of the year and much depends upon the dealer being at all times able to interest his customers in the line he is carrying.

A good line of talk just now is on feed grinders. Progressive farmers have awakened to the fact that it is an advantage both to them and their stock, to crush grain before feeding, and this realization brings with it a call for feed grinders. Another advantage of the season is that the farmer has more time on his hands to grind feed and you will do well to interest him in the line of feed mills you are handling. If you are not handling this line, get in touch with some manufacturer or jobber and get his proposition. There is money to be made handling this line, and there are enough sizes and styles put out by each maker to give you a full range, both of horse and power grinders.

Your Autobiography.

It is generally understood that only great men need to write an autobiography, but this is a great mistake. Every implement dealer should have one, and as each article in his stock decreases, he ought to jot it down in his ought-to-buy-ography.

"When in doubt, talk Optimism."



AWARDED FIRST PRIZE IN EVERY CONTEST

The International Type C Gasoline Tractor has been awarded the first prize in every contest in which it has been entered. The illustration of the silver cup shows the first prize awarded the International Tractor by the Wheatland Plowing Match Association for excellent work done in a contest near Aurora, Illinois, September 18th, 1909.

This same outfit won the first prize (gold medal) and the sweepstakes gold medal in the plowing contest recently held at Winnipeg, Canada. At Brandon, Canada, the International Gasoline Tractor was awarded the first prize (gold medal). At Amiens, France, the International Tractor won the first prize against all comers.

In addition to gasoline tractors, the I. H. C. line includes stationary, (vertical and horizontal) and portable engines varying from 1 to 25 horse power. Look for the I. H. C. trade mark on the genuine. It is a sign of excellence and a guarantee of quality. If interested, see the blockman or write the nearest general agent for full information.

WESTERN CANADIAN BRANCH HOUSES:

Winnipeg, Man. Brandon, Man. Saskatoon, Sask. Regina, Sask. Yorkton, Sask. Edmonton, Alta. Calgary, Alta.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U.S.A.

It Pays to Make Repository Display Windows Attractive.

What is a show window for?

Presumably to display goods; to suggest great buying opportunities inside; to attract the passing multitude and tempt a part of that multitude inside.

Is your window doing this?

If not you are not only wasting a great advertising opportunity, but also wasting money.

The money you are wasting is rent money. Not all your rent money, but the difference between what you pay for a location on a prominent thoroughfare and what you would have to pay on an alley or a street on the outskirts of your city or town.

Part of your rent is for location; the other part is for a cover over your stock. You pay more for the opportunity of being where people pass and then—you let them pass.

What good is a good location unless you make that good location valuable to your business?

The theory is that if a repository is well located, people will come in, says an exchange. A few will; just enough to keep the theory alive, but unless a repository looks inviting; unless it presents a pleasing front; unless there is some exterior evidence of good goods and business-like methods it won't draw the trade it deserves even if it is located in the center of the park.

When you stop to think of it, what dealer in any other line has such showy and attractive goods?

Is there anything more pleasing to look at or anything that creates a greater desire to possess than a fine carriage with its style, its fine finish and its rich trim?

Select the smartest job on your floor and place it up in the window. It will shine with a new brilliancy by being removed from the others. Complete the picture with all the things that go with the vehicle; the robe, whip, blankets, harness, etc. Nobody can beat an advertising picture of this kind and nobody can ignore it in passing.

Then, having got your illustration—that is the goods—put in your information. That is window cards, telling about the goods, their prices and hints of what is on view inside.

That is the way to take advantage of one of the things you are paying rent for and of demonstrating what you are in business for.

Winnipeg Exhibition Board.

A meeting of the newly elected directors of the Winnipeg exhibition was held recently and the following officers were elected, and committees for the various sections were appointed as follows:

Mr. Andrews was re-elected president for 1910, and Mayor Evans, vice-president.

The following standing committees were appointed:

Grounds and buildings — I. M. Ross, chairman; Wm. Brydon, vice-chairman; F. W. Drewry, G. H. Greig, Dr. Charles Little, James McDiarmid and H. G. Spurgeon.

Attractions — F. W. Drewry, chairman; A. A. Gilroy, G. F. Galt, I. M. Ross, and D. E. Sprague.

Printing and Advertising—A. A. Gilroy, chairman; Mayor Evans, A. A. Andrews, Wm. Whyte and D. C. Cameron.

Prize list—G. H. Greig, chairman; Wm. Brydon, Mayor Evans, A. A. Gilroy, C. W. Graham, Dr. Little, A. C. McRae, James McDiarmid, H. Sutherland and D. C. Cameron.

Gates and Tickets — D. E. Sprague, chairman; Wm. Brydon, F. W. Drewry, C. W. Graham, H. Sutherland and Wm. Whyte.

Speed—A. C. McRae, chairman; C. W. Graham, Dr. Little, I. M. Ross, D. E. Sprague, H. G. Spurgeon and H. Sutherland.

Dog show — H. G. Spurgeon, chairman; C. W. Graham, G. F. Galt.

Executive — A. A. Andrews, chairman; Mayor Evans, F. W. Drewry, A. A. Gilroy, G. H. Greig, A. C. McRae, I. M. Ross and D. E. Sprague.

Finance and exhibit committees were left until the appointment of the representatives from the new city council.

Dr. A. W. Bell was re-appointed secretary and manager. Upon the recommendation of the old board the dates for the annual fair for 1910, July 13 to 23, were approved of.

The Swan Song.

Though some of our Western dealers are handling the automobile, the majority are still faithful to the horse-drawn vehicle. In many cases, where a customer has leaned toward the purchase of an automobile, they have managed to sell him a high-grade carriage instead.

That the automobile has come to stay cannot, however, be denied. For some time past manufacturers of high-grade carriages have been looking with much anxiety at the incursion of the automobile. That the high grade manufacturer stands to lose some of his vehicle sales seems almost inevitable.

The growing automobile trade will not affect the manufacturer of the cheaper grade of horse drawn vehicle to the same extent, as no matter how popular the self propelled machine may become, there will always be a demand for the cheaper line of buggies and similar vehicles.

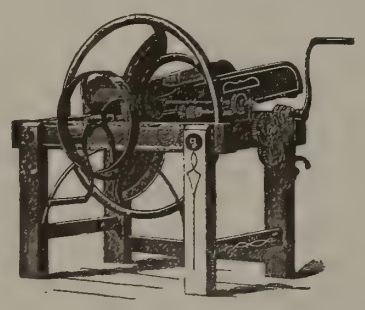
It is the manufacturer who caters to the comparatively affluent, who suffered and many have shown their realization of this by branching out into the new trade. Others have, however, kept to their first love, believing, and rightly, that there will always be a demand for their products. Though the demand for high-grade vehicles may diminish, yet also will the manufacturers diminish, owing to several transferring their energies in the directions of automobilism.

We in the West have nothing to fear yet from the advent of the automobile but our friends to the South are realizing that a crisis has come in their vehicle trade. Anent this the following extract from the speech of Maurice Connolly, to the Carriage Builders' National Association, of which he is president, is significant. It has been designated the "Swan Song" by several of our U. S. contemporaries.

"And now," said Mr. Connolly, "we turn to a consideration of the

If You Have Not Received **Bell's December Special** Write For It Now

We make a full line of Feed and Straw Cutters, any size. Small Hand Lever, Crank or Power Machines of all sizes. Positive Reverse and Stop Gear.



We make many styles of Feed Cutters and can satisfy the wants of any customer from the smallest to the largest. Try US.

Get Our Special Every Month

Is a Special Cut in Prices for December

WRITE FOR CATALOGUE

Write For It.

We carry in stock in Winnipeg a full line of our own make of machines such as

Feed Cutters, Blowers, Sweep and Tread Horse Powers, Wood and Pole Saws, Drag Saws, Pulverizers and Land Packers, Land Rollers. Steel Wheel Truck Wagons, Harrows, Cultivators, Scufflers, Root Pulpers, Turnip and Sugar Beet Sowers, Wheelbarrows, Bag or Barrel Trucks, Etc., Etc. :-: :-:

B. BELL & SON CO.

WINNIPEG, CANADA. LIMITED

Factory: St. George, Ont.

WRITE FOR PRICES

Wood Saws generally are supposed to be much the same, yet there is a vast difference. One difference you can see in this cut from others is the Solid Plate Steel Bottom and Back to the Sawing Table.

No knots can catch when you slide pole or stick along for the next cut. Write to us for particulars. Make us tell you other important differences. Saws supplied with any size blade desired.

Watch our Ad. Every Month.

subject in which I am almost afraid to use the term of carriage, because in previous years we have always referred in a casual way to the experiment of the automobile industry, but in this year of our Lord I feel in my position as spokesman for this day that we should be perfectly frank to the world and to ourselves and not allude to the approach of the automobile, but to quietly raise our hats and acknowledge that the motor car is not only with us, but on us.

"In the last few months I have carefully canvassed the situation among builders of high-priced carriages, and I have yet to find one who admits that he will prosecute his industry during the coming year on the basis of horse-drawn vehicles alone, and so I feel in this spirit of candor we should acknowledge the temporary reign of *dementia automobilia* and the fact that the class of people who would consider the purchase of our high-class vehicles today have drifted into the ranks of the motor driven.

"There is almost an element of pathos in this delcaration, because it spells the silence of so many wheels of industry; because it places the crepe upon the arms of so many giant elements in the construction of horse-drawn vehicles; because it signifies that at this particular meeting, unless all signs fail, and unless conditions rearrange themselves, that it is an opportune time to warble the swan song of the high-grade carriage builder."

Tempering Steel by New Process.

Mr. Martin S. Kolman, who controls the newly-discovered process of converting finished iron into steel and who is in London again, gave a correspondent some interesting details of the new process and its possibilities.

"In a couple of weeks' time," he said, "I am going to arrange for a demonstration to be attended by representatives from the world's largest steel manufacturers and numerous government experts from several countries, to whom the possibilities of our process will be explained. As an instance of what we may do, we may take a heavy chain and give one end of it a thin coating of steel, thin as eggshell. To the other end we will give a coat of half an inch or an inch in thickness, while the centre will be converted into solid steel. We will work it any way you like.

WILL REVOLUTIONIZE STEEL BUSINESS.

"We can work up a fine razor blade out of iron, shaping and grinding it to the required form, and after this is all done, we put the blade through our steeling process and convert it into the hardest kind. Steel blades produced in this way are equal in every respect to the finest Sheffield makes.

"I firmly believe our process will revolutionize the whole steel business. Big furnace methods will be entirely superseded. I have tested the method in every possible way, and noted European experts have done the same thing, and always with the most gratifying results.

CHEMICAL FUMES AND HEAT.

"The method is quite simple. Iron is simply treated with a chemical composition, being subjected to heat at the same time.

"The chemical fumes have a peculiar property, converting iron into steel and tempering it to wonderful hardness.

"The best steel is tempered to 63 points. We can quite easily temper our steel to 243 points. This is almost unbelievable, I admit, yet it is quite true.

"It is extremely likely that the English rights to our process will be sold to Vickers, Son & Maxim, and other big firms of similar character are negotiating for the rights in other countries."

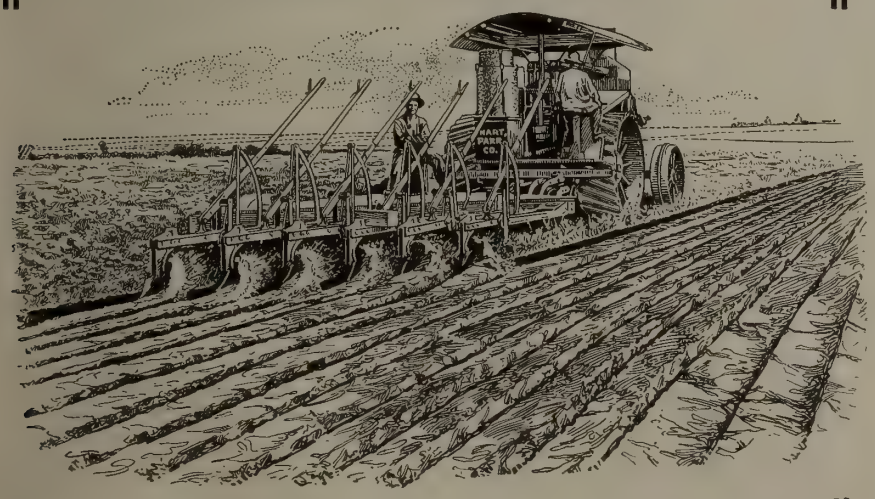
"You can't put influence in a glass case.

THE MODERN FARM HORSE

IS THE

HART=PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

The only Gas Tractor using KEROSENE Fuel.

A good proposition for Live Implement Dealers.

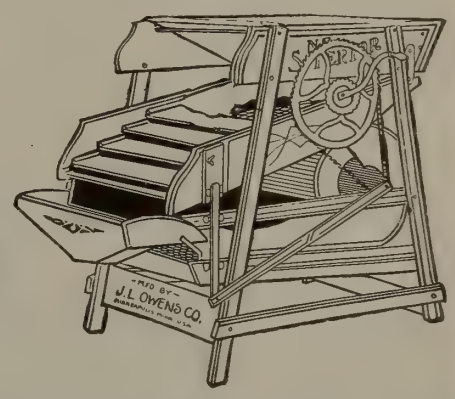
For full particulars write

HART-PARR CO. - Portage la Prairie, Man.

SOMETHING NEW IN FANNING MILLS

Are you looking for the Best Mill on the Market? One with the latest improvements? One that sells itself and has the talking points, as well as the points that does the business? If so, get the Agency for the

IMPROVED NEW SUPERIOR



Everyone concedes the New Superior to be the best Mill made but we have now made it better than the best, increasing the capacity fully 25%. We want you to write us about this at once. We carry stocks at **Winnipeg, Regina, Saskatoon and Calgary.**

Write us if interested in any of our lines:

Binder Twine. Disc Sharpeners. Smut Machines.
Truck Wagons. Rotary Harrows.
White Sewing Machines. Case Plows.
Gilson & Waterloo Gasoline Engines

Call and see us when in the city at our new show rooms.

THE HARMER IMPLEMENT CO.

132 Princess St., Winnipeg.

Rural Free Delivery too Expensive

It is our own opinion that the rural free delivery system will prove a white elephant to the future governments of Canada for some years to come. The expense of such a system in a country so sparsely settled will be tremendous. The result is that it is likely to cost the farmer on the rural free delivery route more than the service can ever be worth, and the farmer, as we know him, objects to paying through his nose for anything. Otherwise the government will have to whack up the difference in order to cover whatever annual deficit there is.

Now that the rural free delivery of mail matter has been inaugurated in Canada, more as a result of a desire to secure votes in the late election campaign than through agitation on the part of the people, we may soon expect to hear a cry for a complete parcel post system, in connection with these routes. During the past couple of years a great fight has been waged in the United States on this question, by the catalogue house interests on the one hand and those of the retailing interests of the country on the other. It is a matter that has brought the retail merchants of the country into a united stand, and they are fighting the scheme with tooth and nail.

However, should the parcel post proposition be brought forward it is well that our readers should be posted with regard to some of the chief reasons why it is objectionable from the standpoint of a retailer, among which are the following:

That it is contrary to public policy for the government to go into the business of transporting merchandise.

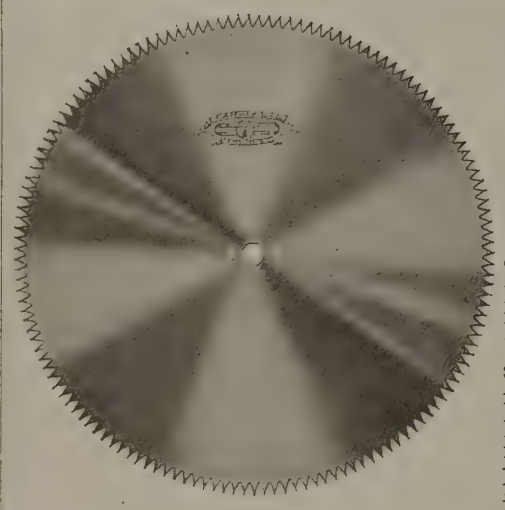
That large expenditure of public money would be required in order to instal and maintain a satisfactory parcels delivery service in this country of vast distances and small population.

That the transporting of merchandise by mail would tend to build up the trade of the catalogue houses, and to extend mail order business with the large cities to the injury of merchants and dealers throughout the country.

That the present arrangement whereby transporting companies deliver packages and parcels at a nominal charge, is more advantageous to the retail merchants of the towns and cities of Canada than any parcel post system that might be inaugurated with rural free delivery.

That a parcel post system is not desired by the retail dealers and merchants, nor by the consumers of the country as a whole.

In the interests of the retail men of our growing villages and towns we believe that a parcels post system would be disastrous, and that while the implement and vehicle men would not be so adversely affected as the seller of dry-good notions, etc., we feel that in defence of the retailing system of the country every effort should be brought forward in order to make men engaged in this branch of commercial life understand the iniquitous character of any such proposal as parcels post in connection with our rural free delivery routes.



BURTON'S SAWS

ARE POSITIVELY THE BEST

Because they are tempered by an entirely new process, where the heat is registered by an electric pyrometer while the saw is clamped under many tons hydraulic pressure in a revolving furnace, which absolutely guarantees uniformity, assuring every part of the saw being tempered alike. There are positively no hard or soft spots in our saws. This method gives the saw greater toughness and makes it retain a keener cutting edge than any other known process. If interested write for catalogue and prices

THE A. J. BURTON SAW CO., LTD.
VANCOUVER, B.C.

Are Dealers Themselves to Blame?

For a long time we have had the following article on file in our office. It is taken from "The Studebaker," the house organ ot the Studebaker Bros. Mfg. Co., of South Bend, Ind. It is of peculiar interest at the present moment when the dealers of Western Canada are made aware that the biggest mail-order concern in this country is going after the implement and vehicle business. Perusal of it will certainly be worth while. It says:

"How many buggies, carriages, wagons and sets of harness have the catalogue houses sold in your district during the past year? More than you like to think of, perhaps.

"How did it happen that they sold so many?

"Well, it didn't 'just happen.'

"Not a bit of it.

"Every sale made to people who should have been your customers was the result of persistent, consistent and insistent pushing.

"Your friends and neighbors don't send their money away to Chicago or Cincinnati or St. Louis because they love the mail-order concerns or because they hate you.

"They don't go to the trouble of sending for catalogues or sending away their money on uncertainties simply to spite you.

"Not at all.

"If they buy by mail it is because the mail-order man keeps hammering away at them; in every farm paper they pick up they see his announcements of wonderful, stupendous, gigantic, unparalleled and unequaled bargains! Almost every mail brings them a skillfully worded letter that attempts to persuade them that life surely will not be worth living if they don't take advantage of the last chance to get a $20 buggy for $34.17! They are constantly told that the catalogue house can save them a whole lot of money—and the result of all this hammering is that they send away from home the money which ought to go to you.

"Without criticizing the energy or ability of the men who handle the Studebaker line, we must confess that we believe the growth of the mail-order business is very largely the fault of the dealer.

"The mail-order man has built up his trade by being a better salesman, a larger advertiser and a more energetic pusher than the local dealer has been.

"That's the plain truth of the case.

"Like a more or less famous medicine, he has 'worked while you slept!' His advertisements—which are his only salesmen—are on duty twenty-four hours in the day and 365 days in the year.

"No wonder he gets the trade!

"Now, you know perfectly well that you can take a man into your store today, and if your stock is anything at all what it should be, you can give him a better bargain—better value for his money—than any mail order or catalogue house in existence.

"You are sure of it.

"But what good does it do for you to know that?

"You've got to let the other fellows—the customers in your territory—know it, before the fact does you any good.

"Nobody else is going to tell them about it.

"You've got to do it yourself.

"You must take a leaf from the successful man's method, and not only let the people know the fact that you can give them good goods and a genuine bargain, but you have to persuade them of the truth of the facts you give them, and keep reminding them of the facts again and again.

"The number of jobs the other houses sell in your territory in the next twelve months depends almost entirely upon what you do to push your own goods.

"You can't accomplish anything by fighting the mail-order idea, but you can accomplish a whole lot by persistently, consistently and insistently keeping your own line before your customers.

"It's up to you."

A Varied Line.

A carriage manufacturing concern in the States has announced to the trade that it will take up the manufacture of automobiles. It goes on to inform us that it will also take up the manufacture of *ambulances* and *hearses*. Sinister combination! It is not stated whether the manager of the concern is a doctor or an undertaker.

Statesmanship.

Do you think you are a salesman?
I'll bet four bits you're not.
You may be taking orders,
And have doubtless booked a lot—
But when it comes to salesmanship,
That's quite another thing,
You've got to use diplomacy—
No easy song to sing.

You must study human nature;
Learn to read your man at sight,
Then if you want to sell your goods
You've got him sized up right.
Don't beg of him to buy your ware,
Don't humiliate yourself;
Put your goods upon their merits,
Your opponents' off the shelf.

You've got to understand your line
From A to X or Z;
You can't take bluffs from anyone,
Whoever he may be.
Personality must be long suit,
Be agreeable, wear a smile,
Take a roasting for the house sometimes,
Take it calmly all the while.

Don't try to make your prospect think
That you're a know-it-all;
Give him credit for his argument.
Then he'll enjoy your call.

Now don't say yes to everything
That he may chance to say,,
But calmly, coolly hold your own—
He'll respect you more that way.

Keep your temper, though the fever
Rises up to danger point;
He may say your goods are rotten
And your house is out of joint.
The chances are that ten to one
When he's had his say clear through
He'll wish he hadn't said it,
Though he won't say so to you.

Don't wear a dirty collar,
Keep your face shaved clean and neat,
Use a clothes brush every morning,
And don't for once forget your feet,
Then, if you've met your man before,
You've this advantage gained,
If you've made a good impression
It's more easily maintained.

Be enthusiastic, full of snap,
Don't kill energy with booze;
You can't do business in that mood,
Use bucketsful of ginger,
String jollies out by yards,
And you'll win this game of salesmanship
Whoever deals the cards.
—C. B. Davis in Sample Case.

"Are you going to make a flower-bed here, Judkins?" asked a young lady of the gardener. "Yes, mum; them's the borders,', answered the gardener. "Why, it'll quite spoil our tennis-ground!" "Can't help it, mum; them's your pa's borders; he says as 'ow he'll hev it laid out for 'orticultur', not for 'usbandry."

Feed Cutters? Wood Saws?
See B. Bell & Son Co. Ltd.Ad. on page 38.

BRANTFORD CARRIAGES

Have Stood the Test

And have Satisfied Customers and Users for over Twenty Years

Write for Latest Catalog.

Write for Latest Catalog.

Job No. 421, High Arch Axle, Auto Seat.

Manufactured by The Brantford Carriage Co., Ltd., Brantford, Ont.

SOLE SELLING AGENTS FOR WESTERN CANADA

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

Monitor Drill Plant move to Moline, Ill.

Moline Plow Co., owners of the concern, will remove factory to home city. New plant will be erected and occupied by September next. The output of this concern is handled in Canada by the Canadian Moline Plow Co., Winnipeg.

Plans involving an expenditure of between $400,000 and $500,000 have been completed by the Moline Plow Co., Moline, Ill., and the firm explains the cause for the recent increase in the capital stock of the concern from $6,000,000 to $7,000,000, according to *Farm Machinery*. These plans provide for removal of the Monitor Drill Co. from St. Louis Park, a suburb of Minneapolis, to property owned by the company in Moline, and known as the Gordon tract. On this property the company already maintains its woodshops.

Directors of the Monitor company met Nov. 20 in Minneapolis and ratified the action for removal of the plant. The main building to be erected will be 80 x 1009. The west 200 feet of this building will be of brick construction and one story high, to be used for iron and steel storage. The 150 feet adjoining it to the east will be one story high. It will be a building of fireproof construction to be used as a blacksmith shop. Joining the blacksmith shop and extending east for a distance of 659 feet will be a structure six stories high with basement.

This building will be of reinforced concrete and brick, modern in every detail of construction. Two switch tracks will be laid by the Burlington road, both entering the property from the west, one track extending the entire length of the structure along the south side; the other extending half the distance along the north side. Directly north of this long building will be erected an immense foundry, ground dimensions 200 x 250. It will be of steel construction, with tile roof, absolutelv fireproof. There will not be a wood piece in the entire structure. There will be 150 feet of space left at the west end of this building to provide for an extension when future growth demands. East of the foundry a paint shop will be erected with ground dimensions 80 x 150, three stories and basement. Present woodshops will be extended, though to just what extent has not been determined.

Surveyors have already gone over the ground and stakes for the new buildings have been driven. The excavating will be commenced at once. The buildings are all to be completed by September 1, 1910, at which time the Monitor plant will be removed to Moline. The output possible in the present plant may then be doubled. There will be sufficient space in the new plant to enable the plow company to relieve congestion in the main plant, and the probability is the manufacture of corn-planters and disc harrows will be taken up altogether in the shops in which the drills are to be manufactured. The new plant will employ 800 men at the outset. In addition to this, the complete electrification of the present plant has been going on for some time and is now practically finished. In all 150 motors have been installed for the operation of the various machines.

A Car Shortage Imminent.

It may not be generally known, but there is every indication that at a very early date a severe shortage of cars will develop in Canada. In fact it is safe to say that there is a scarcity of cars at the present time, and as one manufacturer said, "We haven't even begun to ship yet—what are we to do in the future?" Enquiries made of the railways disclose a grave apprehension on their part of their ability to meet the wants of shippers as desired, and they are putting forth every effort to obtain the greatest efficiency possible from the available equipment. Circulars have been issued to agents and yardmen to the effect that it will be necessary during the balance of the present season to place, load or unload and lift cars with all possible despatch. Agents and yardmen are asked to enter heartily into the spirit of the thing and to be active and tactful so that the demands of the shippers can be satisfied and the car performance of the carriers considered improved.

Besides these emergency instructions, says *Industrial Canada*, special agents have been sent to all terminals large and small to post the army of railway employees as to the gravity of the situation and to keep every empty car moving to the spot where it is wanted. Daily telegraphic reports of the movement and location of cars and whether loaded or empty are received. At stations where there is no telegraphic service, freight conductors have instructions to take the numbers of the cars which they find there, and report whether loaded, empty or partially loaded and direction going, so that the railway officials are in close touch with the movements of every car on their system. In addition to this new cars are being built as fast as the capacity of all car shops will permit, so that it will be seen that the carriers fully recognize the seriousness of the situation and are doing everything within their power to relieve it.

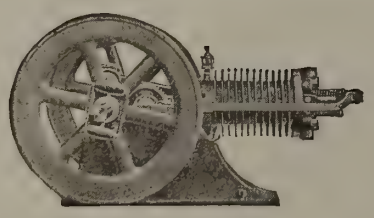
The last reports of the American Railway Association, that is up to October 13th, 1909, indicate a total shortage on all the principal railways in the United States, except one, amounting to 23,431 cars, while the last reports for the Canadian lines show a shortage of at least 500 cars. A well-known student of this feature of transportation in commenting upon the shortage says:

"If we are right in assuming from the Interstate Commerce Commission's reports that the load moves on an average 242 miles, and from the American Railway Association reports that the car, on an average, now makes about seventy per cent. loaded mileage, we may assume that the average time of the round trip of a car is twelve days. To obtain this we use the best monthly record of the American Railway Association — 27.2 miles per day.

"As there are something over two millions of cars on the Continent, the indications are that 185,000 cars are loaded every day, and this shortage of 23,431 cars is therefore a shortage of 13 per cent. This means that 13 per cent. of the freights offered are delayed one day or more before they can be shipped. But this is all that this shortage means. It does not necessarily mean any restriction in production except in those trades where absolutely no storage is provided before shipment."

He further says:

"It is too early to fully explain



THE SHREWDEST

dealers and agents in every locality are securing the agency for the famous

GILSON "GOES LIKE SIXTY" ENGINE

The GILSON LINE is the most extensive, up to-date, improved and easiest to sell.
: : The GILSON ENGINE satisfies : :

Write now for the Agency, before it is too late AND MAKE MONEY

Gilson Mfg. Co., Ltd.,
325 York St., Guelph, Ontario.

O.K. Canadian Two Horse
ELEVATOR DIGGER

Satisfaction Guaranteed.

Catalogue for the asking.
Write for prices and terms to-day

CANADIAN POTATO MACHINERY CO. LTD., GALT, ONTARIO

how the railways of the country are carrying this immense business with so small a shortage of cars, but this can be said: The number of cars in the country has increased in the last two years by nearly 200,000, and the average capacity of the cars is much greater than it was two years ago. Further, the railways of the country are increasing their facilities and by improving their methods, are able to give a better movement to their freight cars than they did two years ago. In this they now have had the assistance—even if it be the reluctant assistance—of the public in the enforcement of demurrage rules, which has undoubtedly increased the available equipment."

THE SITUATION INCREASES IN GRAVITY.

Several reasons are given for the shortages. It is, however, apparent that the present shortage is on the increase. It will be observed that according to the above statement the shortage does not necessarily mean any restriction in production except in those trades where absolutely no storage is provided before shipment. It is, therefore, apparent that a shortage of cars is bound to affect the manufacturing interests to a greater extent than any other interest in the country.

In studying the situation in the United States there is some doubt as to the continuance of the car shortage. Some are content to rely upon past records. On the other hand many well posted men believe that the present increase in production will be maintained throughout the winter, and that we are about to face another long-continued car shortage. With this in view many railways are ordering additional equipment.

As regards the situation in Canada, Railway Statistics issued by the Department of Railways and Canals for the year ended June 30th, 1908, show that there were 107,407 freight cars in service in 1907, and 115,709 in 1908, making an increase of 8,302 cars. Whilst the report shows an increase the total number available is depleted to the extent of the normal number undergoing repairs, which equals about 5.02 per cent., or say 5,808 cars in 1908. This condition, however, is not confined to any particular year; in other words the normal number of cars in shops for repairs is relatively the same in all years.

Statistics are not available for 1909. It is doubtful, however, taking depreciation into consideration, whether the number of cars has been materially increased.

The report of the American Railway Association of October 21, 1909, shows that there was a small shortage of cars on Canadian lines on September 29th; that the surpluses and shortages were about the same on October 13th. Since that date, however, conditions have changed, as already outlined.

Whilst the railways have probably not materially increased their equipment during 1909, a marked improvement has been made in respect to detention; that is to say, the railways have, by increasing their terminal facilities and by other means, cut out a great deal of the delays for which they were responsible, and as a rule would not admit, but from which nevertheless the public suffered. In any event the records indicate that the average detention has been reduced to a minimum and as a result the efficiency of the equipment enormously increased. This, no doubt, accounts to some extent at least for the fact that an increased tonnage is being handled with a slight increase in equipment.

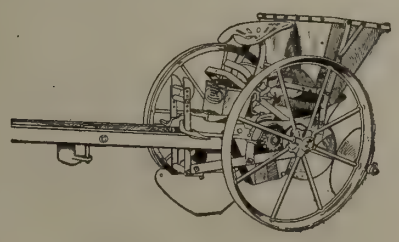
RELIEF DEPENDS ON SHIPPERS.

As stated above, the railways in Canada have, we believe, up to the present time this fall met successfully the demand for cars. From press reports it is evident, however, that a considerable percentage of grain is being held back by the farmers in the West, all of which will undoubtedly have a serious effect on the situation. There is a saying that "The Lord helps those who help themselves." There is no question of doubt but that manufacturers can assist very materially in overcoming the car shortage, and that is by keeping equipment in their possession for the shortest possible period. Those who give the matter any thought must realize that the car equipment of the carriers belongs as much to the public as to the owners of it; that the public is equally interested with the owners in securing the greatest efficiency, and that in loading, unloading, and releasing cars promptly they are serving themselves. Car famines are almost annual affairs in North America, and will continue to be so long as there is such a large annual fluctuation in the tonnage of farm products and raw material. It the carriers were forced to provide sufficient equipment to move the largest amount of tonnage in sight at any particular time, the addition to their fixed charges would be so great as to seriously increase trans-

Aspinwall Potato Machinery

HAS STOOD THE TEST OF TIME

Machines with a Pedigree and the most perfect for the purpose in the world.



No. 3 POTATO PLANTER.

Write for our new 1910 Catalog, descriptive of our complete line.

THE ECONOMICAL MACHINE
THE CONVENIENT MACHINE

Requires no human aid other than the driver. No change of Pickers for different size seed or different distance of planting. The drop is regulated by Gears which can be substituted in less time than it takes to remove one picker.

ASPINWALL MANUFACTURING COMPANY

404 Sabin Street, JACKSON, MICHIGAN, U.S.A.

Canadian Factory, GUELPH, ONTARIO

COCKSHUTT PLOW CO. LTD., Agents, WINNIPEG MANITOBA.

Dealers Who Handle

Star Windmills

get the cream of the windmill trade in their locality because Star Windmills and Towers are that efficient and reliable kind. They have lots of good practical features. For over a century they have been a success wherever used. The mills and towers are thoroughly galvanized which gives them long life.

We also build Wood and Galvanized Steel Tanks,

Hoosier and Fast Mail Pumps

Hoosier Gasoline Engines, Pumping Jacks, Working Heads, Etc.

Your profits in 1910 will please you if you sell the "STAR" Windmill line.

Inquiries solicited.

Flint & Walling Mfg. Co.,

Dept. 12. Kendallville, Indiana, U. S. A.

portation charges. When shippers delay the loading of cars or use cars as warehouses they are depriving others of the right to do business.

But this time allowance is intended to be used only in cases of emergency. It is the maximum time allowed. It is a privilege to be used in exceptional cases, and not to be taken advantage of. Some shippers have complained of the imposition of an additional toll of $1.00 per car per day when cars are delayed in loading or unloading, overlooking the fact that this charge is not a toll in the sense of a transportation charge, but rather in the way of a fine. It does not represent the earning powers of a car, which, by the way, average from $2.00 to $2.50 per day. We believe that there have been no serious objections to the charge on the part of the shipping public regulating shipments to correspond with unloading facilities, and those who do not seek profits in the marketing of goods from the car. It has also resulted in greater care on the part of shippers in ordering cars for loading by specifying the date they are wanted, and the avoidance of the old practice of ordering in advance of the time and in excess of the number wanted.

Probably the most important thing to bear in mind is:

Don't pay demurrage. It doesn't pay you or the railways. Each and every car is worth from $2.00 to $2.50 per day to the railways. It should be worth considerably more to you.

Don't allow the shippers from whom you buy raw material to send you more than you can take care of without delay.

Don't allow cars to stand under load until the free time allowed by the demurrage rules has about expired.

Don't allow empty cars to stand on your siding after they are unloaded; notify the agent to have them taken away. If not done promptly report the delay to the proper railway official. You will be serving your own interests and also those of the railway company.

Remember that when you load or unload promptly you are serving yourself at some other point.

A New Field For Agricultural Implements.

The following is an extract from a letter received by the Canadian Trade Commissioner at Shanghai, China, from a member of the Imperial Chinese customs in Manchuria. To manufacturers who are interested in foreign trade, it will come as a reminder of the splendid possibilities offered in the Far East, further information of which may be obtained from the Commissioner mentioned.

"Allow me as a Canadian, who has the country's welfare at heart, to point out to you the immense opportunities waiting for Canadian manufacturers in Manchuria. As you may be aware there has lately been established at Moukden, under the control of the Viceroy, a model farm somewhat similar to our model farm at Guelph, Ontario. Two United States farm experts have already been engaged to take charge. They have imported two steam ploughs, and I hear that they intend to import a large quantity of various farm implements in the near future.

"Now, what I wish to point out to you is, that if a number of manufacturers would combine and establish an agency in Moukden with a few good advertisers to travel through the country, and send out a few experts to teach the Chinese farmer a few ideas of Canadian farming, I have no doubt that in a few years it would repay them fourfold.

"As farming implements, I would suggest a small number of very light ploughs and harrows, one or two horse-power threshing machines, hand grinding mills, reapers, —not self-binders as they are too complicated for the ordinary Chinese farmer—and seed drills.

"I should also like to bring to your notice, that though there are immense quantities of United States flour and canned goods pouring into this country, one never sees Canadian goods. Now is the time for Canadian manufacturers to bestir themselves and get their share of the legitimate trade of Manchuria before the United States captures it all.

"If you should wish any information, I shall be only too glad to assist you with all my power."

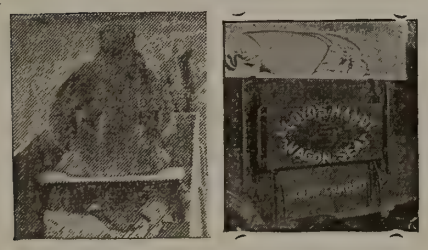
Wasted Literature.

Some time ago, while in a little village in the West we called upon the local dealer. His store painted inside and out, was well-stocked with implements and vehicles, all cleaned up and looking spic and span. Everything was in good order and the *tout ensemble* seemed to show that the owner of the store was a progressive business man, and also one who was meeting with some degree of success in his business. While waiting his attendance on a customer we stepped into his office and picked up a copy of the local newspaper. This also gave evidence as to his business methods for a well written advertisement caught our eye and at the foot it bore his name. Our impression of Mr. J's business ability improved.

We waited some time, for the customer was hard to please and, while waiting, we glanced idly about the office as a caller at a strange office usually does. Then it was that our good impression of Mr. J. received a strong set-back. Scattered on the floor around the office were pamphlets, circulars, and other advertising literature which had been supplied to the dealer by the jobbers and manufacturers whose lines he was handling. On several chairs were half-opened packages of the same description of advertising matter, and everything went to show that the literature on which the manufacturer had spent much valuable time and money was being absolutely wasted.

This is not the only case which has come before our notice of the deplorable waste of printed matter, and we think that the implement man who treats the literature supplied to him in this manner, is not giving the manufacturer a square deal. The manufacturer has probably spent thousands of dollars in preparing the said literature, in order that both himself and the

BEST SELLING SPECIALTY
Offered the Trade
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,
FACTORIES: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Before ordering any machines similar to those manufactured by us it will pay you to get our prices. See Ad., page 38, this issue.—B. Bell & Son Co. Ltd., Winnipeg.

GRAND TRUNK RAILWAY SYSTEM
EXCURSION RATES TO EASTERN CANADA
Daily During
DECEMBER
Ocean Steamship Passengers Nov 21st to Dec. 31st,
Via ST. PAUL or DULUTH, CHICAGO and
GRAND TRUNK
Additional Stop-over Privileges, Ocean Steamship Tickets, All Lines, Agent Cook's Tours.
For particulars apply to
A. E. DUFF
Genl. Agent, Passenger Dept. Phone Main 7098
260 Portage Ave., Winnipeg, Man.

WATER COOLED
GASOLINE ENGINES
1½ H.P.
2½ "
3 "
8 "
10 "
FOR SALE CHEAP
THE GASOLINE ENGINE SUPPLY CO.,
36 Main St. Winnipeg.

dealer may benefit by its distribution. It is a sort of mutual aid arrangement. The manufacturer supplies the advertising matter, and foots the expense bill, and then it is up to the dealer to superintend its distribution. It is in the interests of both dealer and manufacturer that the distribution should be properly carried out, and it is detrimental to both that any should be wasted. Every additional sale made by the dealer benefits both, and every dollar saved to the manufacturer benefits both. Each is dependent on the other for his success, and each should do what he can to help the other, providing it is not against his own interests.

The dealer who looks for an increase in business should use every means in his power to obtain that increase, and one of these means is a judicious distribution of advertising literature. If you cannot find time to address and mail your circulars, hire a small boy for a few hours, and let him go round and drop circulars into the buggies and wagons standing at the livery stable or in front of the stores. A good method of ensuring their perusal is to fasten on some trifle such as a small harness snap or ring, or wrap the article in the circular. Circular advertising well handled, pays well especially when it costs the dealer nothing but the distribution.

1910 Binder Twine Prices.

To announce binder twine prices as early in the season as this is unusual, yet from information we have received, from the two leading manufacturers, we are enabled to put before our readers the binder twine prices for 1910. On November 5th the International Harvester Co. authorized their general agents to quote the figures given below and a few days later the Plymouth Cordage Co. named its prices for the coming season.

International Harvester Co.

	per lb.
Sisal	7¾c.
Standard	7¾c.
Manila, 600 ft.	8½c.
Pure Manila	9¼c.

Plymouth Cordage Co.

	per lb.
Standard, 500 ft.	7½c.
Pure Sisal, 500 ft.	7½c.
550 ft.	7¾c.
600 ft.	8¼c.
Pure Manila, 650 ft.	9c.

As is usually understood the prices quoted are f. o. b. Chicago with a discount of ⅛c. on lots of 10,000 pounds and ¼c. on carload lots.

The International Harvester Co., in their announcement made the following statement:

"The early purchase of a very considerable proportion of the fibre required makes it possible to practically determine now the cost of our twine for the season, hence we are naming our prices earlier than has been customary in the past."

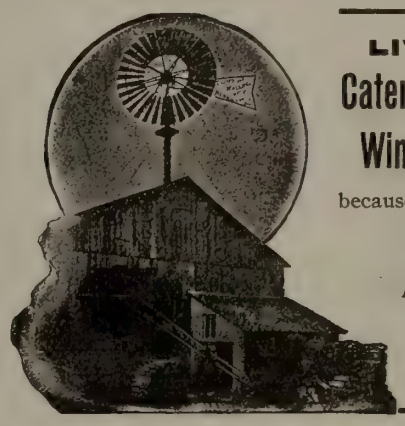
This explains the unusually early quotations. Last season the prices were not quoted until January 14th and the two previous seasons' prices were also named in January.

A later announcement from the I. H. C. reduced their first quotations by ¼c. on each grade thus making their prices identical with those of the Plymouth Cordage Co.

A comparison of the International Harvester Co's latest figures with their 1909 quotations shows no increase on Sisal and Standard but shows a decrease of ½c. per pound on Manila. Pure Manila is quoted at 1c. lower than last year.

Compared with their first quotations last season, the Plymouth Cordage Co's prices are the same on Sisal and Standard but show a reduction of ¼c. per pound on Standard Manila (550 ft.), ½c. per pound on Manila (600 ft.), and 1c. on pure Manila.

Regarding the International Har-



LIVE DEALERS will sell

Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines

because they are of the Highest Grade and Lowest in Price

Write for our Special Cash Price

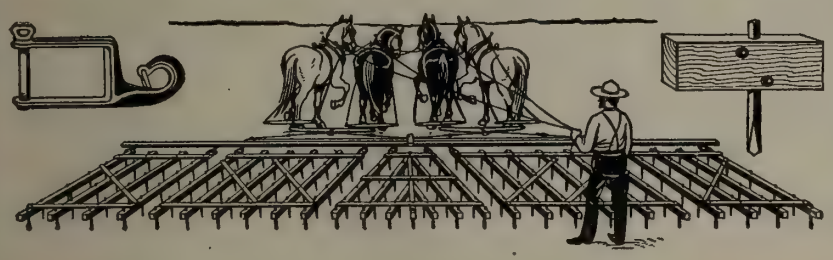
Address

Brandon Pump and Windmill Works,

H. CATER.....Proprietor

Brandon, Man.

Watson's Boss Wood Harrows



Made of seasoned hardwood—Two Rivets at every Tooth.—Malleable draw clevis—Correct in design and well finished. They are better and different from others, that is why there are more of them sold in Western Canada than all other makes combined.

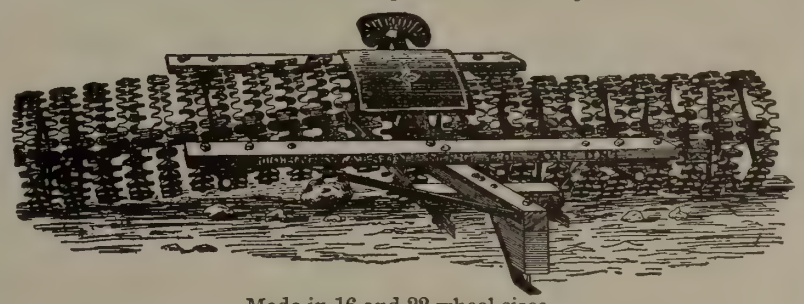
The Watson Line Includes the following Trade Getters:

FEED CUTTERS.
GRAIN GRINDERS.
ROLLER CRUSHERS.
WOOD and POLE SAWS.
BEVEL JACKS.
WAREHOUSE TRUCKS.
WHEELBARROWS.
HORSE POWERS.
WHIFFLETREES.

WATSON ALL-STEEL CHANNEL HARROWS
in all sizes.

OUR PULVERIZERS
GET THE TRADE

Because of their flexibility and perfect design they do more and better work with less power than any others.



Made in 16 and 22 wheel sizes.
The 22-wheel size is supplied with two poles and pulley hitch.

Write for Particulars

John Watson Mfg. Co. LIMITED.

WINNIPEG.

vester Co's first advance on Standard and Manila, we may say that this advance was expected by all who were familiar with the conditions of the fibre market, though it is unlikely that anyone anticipated a reduction on Manila.

Many binder twine consumers attempt to buy the cheapest twine possible, reasoning that as it is only to be used once the cheaper it is the better. On the face of it the prices quoted seem to indicate that Sisal and Standard would be the cheapest twine on the market this year. The following figures compiled by the Plymouth Cordage Co., show conclusively, however, that the cheapest twine is not necessarily the one which costs the least price per pound. Based on their quotations the Plymouth Co. state that they give—

6,667 feet	Sisal or Standard for	$1.00
7,097 feet	Diamond M (550ft) for	$1.00
7,273 feet	Diamond L (600ft) for	$1.00
7,222 feet	Pure Manila for	$1.00

Thus it is seen that though the price per pound of Diamond L is ¾c. higher than Sisal or Standard it is nevertheless much cheaper in the long run, for a pound of it contains a greater length of twine than a pound of Sisal, and it clearly demonstrates that the higher grades will be much cheaper this season.

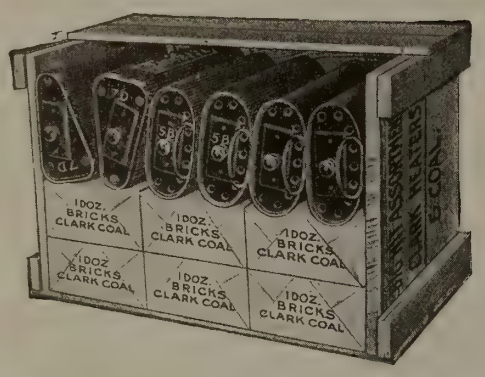
Automobile Subsidies.

A new feature of the automobile trade in Germany is the granting of subsidies by the German Government to the owners of industrial automobile vans and trucks. In order to obtain this subsidy, each car must comply with certain specifications drawn up by the war department, and the owner must enter into a contract with the military authorities, to place the vehicles at the disposal of the government whenever the army is mobilized, and to keep the trucks always in such condition during a period of five years that they can be utilized by the military authorities immediately if the need arises. The subsidy granted amounts to 4,000 marks ($952) for each motor van and trailer and an annual payment of 1,000 marks ($238) for 5 years. The specifications are given in detail by the U. S. Consul General at Berlin, who also mentions that in time of war any automobile may be seized by the military authorities, the indemnity to be paid being fixed by a board of military appraisers.

It is a wise head that makes its tongue still.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters, 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators, 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1909-10 Catalogue.

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO

SUBSCRIPTION NOTICE

Commencing with 1910 the Subscription Price

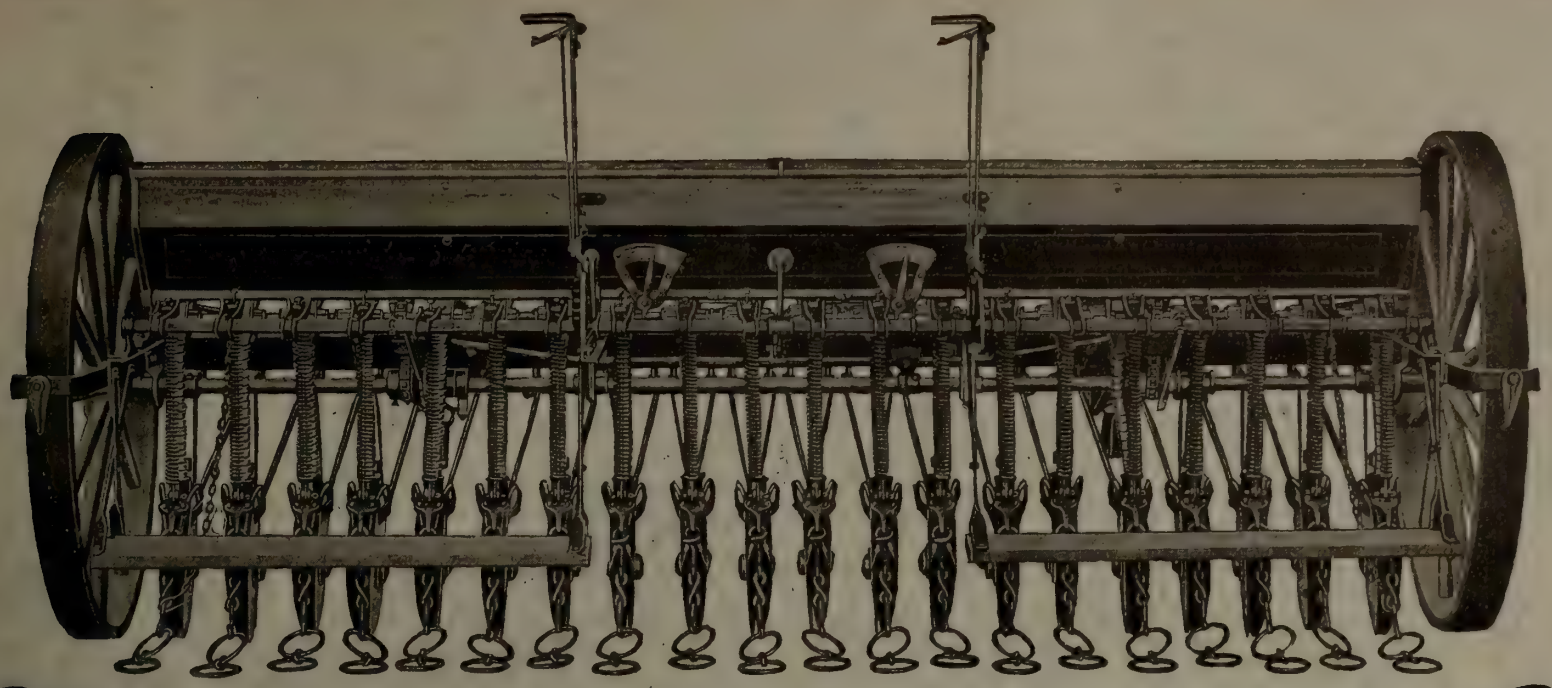
-- OF --

CANADIAN FARM IMPLEMENTS

Will be One Dollar per year, or if paid in advance, three years for two Dollars. All letters bearing 1909 post mark will be credited at 50c. per year.

Canadian Farm Implements Co., Ltd.

901-2 Union Bank Building Winnipeg, Canada



If You Were A Farmer

would you buy a sagging-grain-box drill when you could get a drill that would not sag? Of course you wouldn't: Isn't it reasonable, then, that the drill to sell should be the non-sagging kind—a Deering or McCormick?

Would you buy a stub axle drill knowing that it would not deposit the seed uniformly when making sharp turns, when you could get a drill with a continuous axle which deposits the seed just as uniformly when making sharp turns as it does moving straight down the field? Deering or McCormick drills represent the latter kind.

Would you buy three drills—a single disk, a double disk, and a shoe drill, when you could buy a Deering or McCormick drill that could be equipped with single disk, double disk, and shoe markers, thus giving you three drills in one to suit any condition of soil? How about the dealer's end of the same proposition?

You know the features that sell drills. Examine a Deering or McCormick and you will see that it has the selling features.

When you place your next drill contract remember that the Deering and McCormick drills have interchangeable markers, continuous axles, truss rods to prevent the seed box and frame from sagging, and the axle bearings are self-aligning to prevent binding and wear on the axle.

Proper adjustment of the truss rods beneath the seed box makes it impossible for the box and frame to sag.

DEERING AND McCORMICK SPRING IMPLEMENT LINES

These lines include—in addition to drills—disk harrows, smoothing harrows and cultivators for summer fallowing purposes. These implements are made with just as much care, and are just as efficient in service as the drills.

Decide right now to contract for the Deering or McCormick spring implement line. It will mean more sales.

Ask the International blockman for a copy of the 1910 Deering or McCormick spring implement catalog, and also take up the contract question with him. If more convenient, write to the general agent for particulars regarding terms and territory.

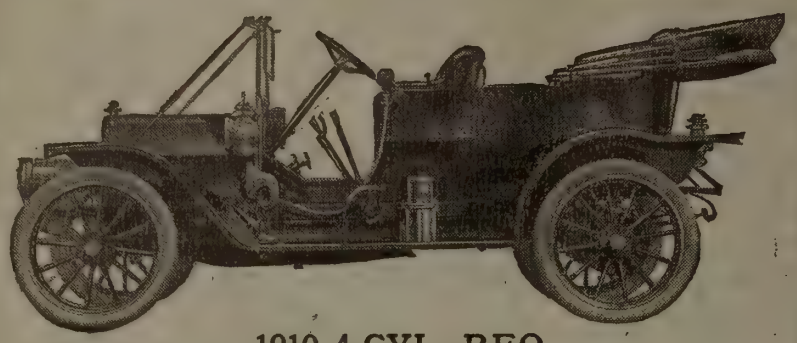
WESTERN CANADIAN BRANCH HOUSES:

Calgary, Alta. Brandon, Man. Yorkton, Sask. Winnipeg, Man. Edmonton, Alta. Regina, Sask. Saskatoon, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U.S.A.



1910 4-CYL. REO

NEVER before has the equal of this car—for power, speed and beauty—been sold for less than three thousand dollars. And—this year or any year—it is the peer of any car at any price, for comfort and reliability.

This is a lot to claim, but the car is here to prove it.

Write for Catalogue and full particulars of our line.

REO RUNABOUT, 2 Passenger	$ 700
REO TOURING CAR, 2 Cylinders, fully equipped	$1350
REO, 4 Cylinder, 30-35 H.P. Touring Car, Demi Tonneau, Roadster	$1600
OLDSMOBILE, All Styles	
DAIMLER, All Styles	
KENNEDY, Highwheeled, Hardrubber Tyred Motor Buggy	

JOSEPH MAW & CO., LTD.

Opposite Central Fire Hall

112-118 KING ST. WINNIPEG

THE CENTRAL CANADA INSURANCE CO.

BRANDON

Operating in

Manitoba, Alberta, Saskatchewan

Subscribed Capital $365,000.00

Substantial Cash Deposits with

THREE PROVINCIAL - GOVERNMENTS -

FIRE INSURANCE

All Classes of desirable risks insured

PURE-BRED REGISTERED

LIVE STOCK INSURANCE

Protection against Loss from Accident and Disease

Full information on application to any Local Agent or the Head Office of either Company

INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN INSURANCE CO. EDMONTON

THE SASKATCHEWAN INSURANCE CO. REGINA

CANADA

NEW ECLIPSE PLOWS

Every one of your customers know the "New Eclipse Line." These Plows are well advertised in Farm Papers.

This helps you to sell. Not only that, but the Plows themselves "make good" all that our ads. say about them.

The exclusive features, such as Patent Self-Locking Device—High Carbon Steel Frames — Heavy Beams and Patent Wheels all help you in selling.

In addition to this, they are, down to the smallest detail, carefully and honestly built.

For these reasons there is no hesitation on our part in giving the most binding guarantee on them—copies of which you can have to hand each customer.

Send for catalogue of

"The Perfection of all Riding Plows"

Made by FULLER & JOHNSON MFG. CO. LTD.

THE STEWART-NELSON CO., LTD.

General Agents, BRANDON and WINNIPEG